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CHEMIST AND DRUGGIST

Established 1859

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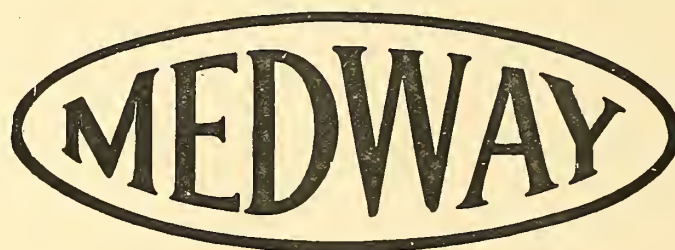
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Prepare NOW for the DEMAND!

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A VAST new market is about to open for Chemists who stock this fine product. Optrex Eye Lotion has a direct and powerful appeal to everyone. So many people wear glasses and feel the need for taking every possible care of their eyes. Almost everybody in these days of cinemas, motoring and outdoor sports suffers from frequent eye strain. They only need an introduction to Optrex to become regular users.

An Advertising Campaign costing many thousands of pounds is just about to open in the important London newspapers. Big 16" triple-column advertisements will appear almost daily during the next few months.

These advertisements are so dramatic and convincing that they cannot fail to make the public realise the need for taking more care of their eyes through the regular use of Optrex.

The demand for Optrex will start big. And it will continue to grow. Be ready. Full stocks available from all wholesalers or direct. Optrex sells at 2/- and 3/9 a bottle. Ask to-day for full details and free counter cards, leaflets, etc.

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the older you get...
The greater this DANGER to your EYES!

REDNESS. Look out for redness and irritation of the eyes, and the formation of white deposits.

WATERING. Watery eyes are the result of irritation of the eye surface. Watery eyes are the result of irritation of the eye surface.

SMARTING. Smarting eyes are the result of irritation of the eye surface. Smarting eyes are the result of irritation of the eye surface.

CRUSTS ON EYELASHES. Crusts on the eyelashes are the result of irritation of the eye surface. Crusts on the eyelashes are the result of irritation of the eye surface.

SENSITIVENESS TO LIGHT. Sensitiveness to light is the result of irritation of the eye surface. Sensitiveness to light is the result of irritation of the eye surface.

STY. A sty is a small, painful swelling of the eyelid. A sty is a small, painful swelling of the eyelid.

You must check the trouble... NOW

Do you find a bright light painful... do you blink or want to cover up your eyes? Mild as they are, look out for these symptoms—look out for the signs of dust in the eyes; redness; smarting; itching eyelids; watering; and the formation of crusts round the eyelashes.

Let's be serious to remove the trouble. Watery eyes are the result of irritation of the eye surface. Watery eyes are the result of irritation of the eye surface.

Get a bottle of any Chemist's to-night.

OPTREX Eye Lotion

A quick method of removing dust and irritation from the eyes. A quick method of removing dust and irritation from the eyes.

Washable from face, hair, and clothing. Washable from face, hair, and clothing.

NERVY TIR

do you Offer sign of Danger that must be CHECKED at ONCE

GLASSES may improve your sight, but they do not afford all the protection your eyes require. Your eyes are naturally sensitive—easily exposed to strain. Do you experience stress on the eyes? Is there a bright light, occasional stress on the eyes? Is there a bright light, occasional stress on the eyes?

Only slight and occasional stress are there symptoms. Only slight and occasional stress are there symptoms.

But in time more and more trouble—more and more trouble—without delay. Your eyes will grow old 30 or 40 years in advance of your body. They will grow old 30 or 40 years in advance of your body.

Finally your vision will grow weaker. Finally your vision will grow weaker.

From now on you will wear stronger glasses. From now on you will wear stronger glasses.

The Romance of Empire Drugs (28)



Field of English Lavender, Long Melford.

OF the three varieties of Lavender, *Lavandula vera*, *L. Spica* and *L. Stæchas*, Linne, the first mentioned is that from which oil of Lavender is produced. The second yields *Ol. Lavandula Spica*, or oil of spike, whilst the third although stated to be the source of true oil of spike is not generally known to be distilled. It is the plant, however, which was known to the ancients, being referred to by Dioscorides, who states that its name *Stæchas* originated from the islands of Hieres near Toulon, where the flower still flourishes to-day.

Lavandula vera does not appear in the works of ancient writers, the first reference apparently being made by the Abbess Hildegarde, who lived near Bingen on the Rhine in the 12th century. It was known to the Physicians of Myddvai in the 13th century. The flowers have been used to fill cushions and sachets for generations. To-day, the essential oil obtained from the flowers gives wide scope to the perfumer.

LAVENDER ENGLAND

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have grown English Lavender for about a century and are specially placed to quote for an oil of surpassing excellence. We can also favourably offer other varieties.

Est.  1833

English Lavender has always been justly praised for its fine aroma. It represents a product entirely distinctive from the French variety and commands a much higher price. Some names, such as Mitcham, in Surrey, have long been associated with the cultivation of Lavender, although the quantity actually produced there nowadays is comparatively small. A considerable acreage is laid under Lavender on Stafford Allen & Sons' Herb Farms at Long Melford, Suffolk, and here amidst ideal surroundings a particularly fine lavender oil is distilled from the flowers.

Lavender *vera* is official in the B.P. and is considered to possess aromatic and carminative properties.

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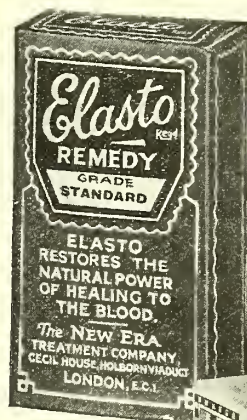
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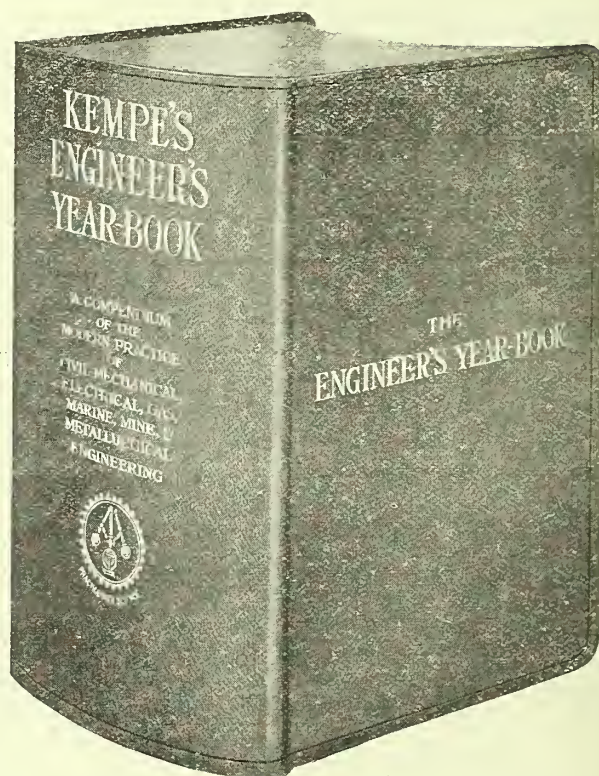
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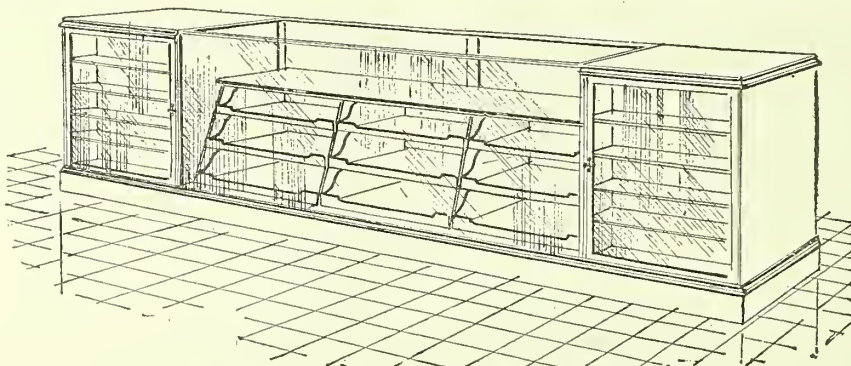
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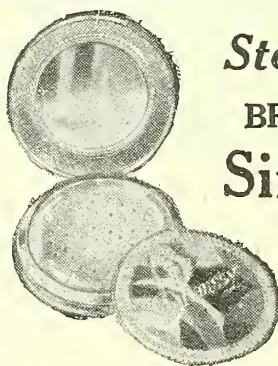
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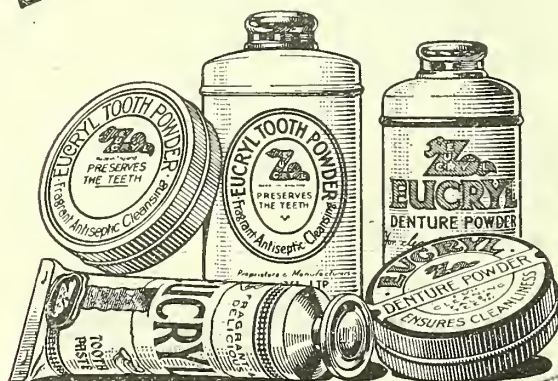
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first quality Steel, in
our own British factory. The Blade
that builds permanent custom. Millions
in use. Handsome profit and no risk.
Attractive Showcards. Stocked by leading
wholesalers. If any difficulty, write
direct, enclosing cheque or P.O. to:—

OCEAN BLADES (Gt. Britain), LTD.

Sales Dept., 1-6 Bridgewater Place, London, E.C.1. Clerk. 6257
Blades made under Customers' Own Name. State quantity.

CONQUEROR BLADES 5/6 Gross
Retail 12 for 1/-.

The finest and swiftest selling penny
blade on the market. Made of the best
Silver Steel. (Free Samples on request.)

G. B. KENT & SONS, LTD.

Are known the World over as
the Largest Manufacturers of

**BEST
BRITISH
BRUSHES**

Please write for full Particulars to:

75 FARRINGDON ROAD, E.C.1

One of **THE BIG SIX
SELLING LINES**

**"SULOGEL" COLLOIDAL
BATH SULPHUR**

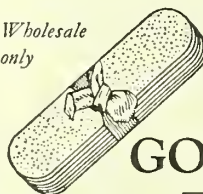
Containing 20-25% Pure Sulphur. Contains no
Hydrogen Sulphide. Non-injurious to metal,
painted, or porcelain baths. Invaluable for Skin
Diseases, Rheumatism, Arthritis, etc.

In sealed pot, 9d. each Box of 6 pots, 4/- per box
Trade price - 5/4 per dozen pots

SAMPLE ON REQUEST

THE T.P. COMPANY, 5 Kingsland Road,
Clerkenwell 8951

Wholesale
only



**BRITISH
MANICURE
GOODS** *that meet
Foreign Competition*

We specialise in ORANGE STICKS and EMERY
BOARDS. BEST QUALITY. HAND FINISHED.

**ROBERT LEE, 14 Calverley Grove
N.19**

Phone: Archway 2144.

This Magnificent **PREMO DISPLAY**

*will help you to bigger
Brush Profits—*

Bright, attractive, and of striking design, this fine new PREMO stand is intended for both counter and window display. It "sets off" the Brushes in a most attractive manner, and tells the PREMO story at a glance. Write to us or to your wholesaler, and get your stand quickly.



PREMO

is the **MADE-IN-ENGLAND** all-rubber Brush that protects the cuticle and keeps the hands soft and lovely. At popular prices in 7 striking colours PREMO is a certain seller.

PRICES.

	Retail at	Whole- sale.		Retail at	Whole- sale.
Small	9d.	6/-	Large	1/6	12/-
Medium	1/-	8/-	Bath Brush	2/6	20/-

PREMO BRUSHES are obtainable from the following Wholesalers:—

Allen & Hanbury's, Ltd.
Ayrton, Saunders & Co., Ltd., LIVERPOOL.
Butler & Crisp.
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Cresswell Bros. Branch.
Delsire, Ltd.
Richard Daniel & Son, Ltd., DERBY.
W. Edwards & Sons.
E. Hovenden & Sons, Ltd.
International Sponges Importers, Ltd.
May, Roberts & Co., Ltd.
S. Mau, Son & Sons, Ltd.
Francis Newbery & Sons.
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PREMO

all-rubber **BRUSHES**

**PREMO BRUSHES LIMITED, The Rubber Works,
Petersfield, Hants**

Mercolized Wax

for the Complexion

Extensively Advertised. Always in Demand.

*There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain.*

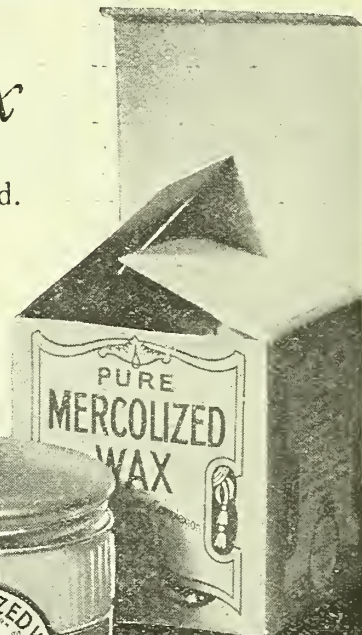
Stallax

*a Shampoo—also popular,
and shows a handsome profit.*

Dearborn

(1923) Limited

37 Gray's Inn Rd. London, W.C.1.



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THE BEST KNOWN BRUSH FOR DENTAL
PLATES IS THE ADDIS WINGED DENTAL

RETAIL 2/6 EACH. TRADE { 18/- PER DOZEN
17/6 GROSS LOTS

Made in
England by

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ESTD. 1780

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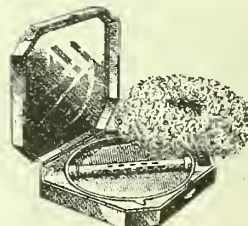
BRUSH WORKS, HERTFORD

PLASSARD SIFTER BOX for loose POWDER

With and without ROUGE.
The Very LATEST and BEST.
SURPASSES ALL OTHERS.

POINTS OF SUPERIORITY:
Swansdown Puff, Rouge Sieve
Pad, Unbreakable Mirror—
Simple watch movement—The
POWDER is easily refilled by
lifting up the centre tray—No Powder can possibly be spilt
—No waste—The Powder sifts in the centre only.

SILK'S TOILET Co., 8 & 9 Red Lion St., London, W.C.1



6/6 size Single 54/- doz.
8/6 „ with Rouge 72/- „
10/6 „ Enamelled 84/- „

Established 1880.

TILBURY "Fort" Dental Plate Brush



Made with Extra Stiff Bleached
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W. R. TILBURY & SON

47 FRAMPTON PARK ROAD, HACKNEY,
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FANCY BOXES

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FOLDING BOXES, WIRE-

SEWN BOXES, PRINTED and

EMBOSSSED LABELS, SHOWCARDS, &c

May we quote YOU?

JOHNS, SON & WATTS

LIMITED

40 CITY ROAD, LONDON, E.C.1

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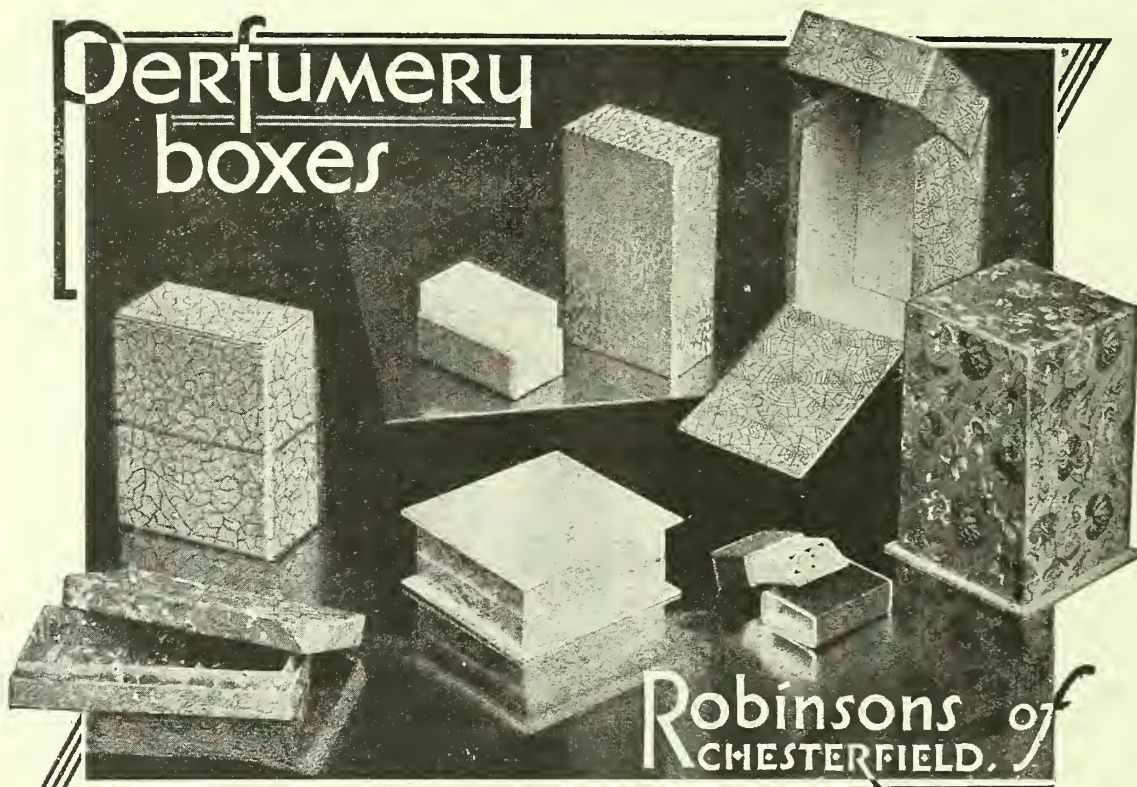
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Perfumery boxes



**Robinsons of
CHESTERFIELD.**

WHEAT BRIDGE MILLS, CHESTERFIELD & 168, OLD STREET, LONDON, E.C.1.



**THE
WARDONIA**

**"NEW EDGE"
RAZOR!**

Patent No.
296,597.

Every Razor
and Blade
Guaranteed.

Sole Makers:
Thomas Ward & Sons, Ltd.,
Wardonia Works,
Sheffield - - England profit.

A shaving miracle with enormous sales! Send now for trade terms for the Wardonia "New Edge" Razor and Blades. Both scientifically right and soundly-established lines at a generous

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For all chemists' purposes

WRITE NOW for samples and prices.

HORNBY & CO. (HULL) LTD.
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We make substantial reductions during JUNE, JULY & AUGUST for our standard lines of printing, advert. matter, labels, etc. Now is the time to push sales in the Photo., Toilet and Holiday Equipment Depts. Our samples provide ideas and literature to develop all branches of the Pharmaceutical Business.

A Post Card will bring you full details

ELLAMS & CO., The Georgian Press
Hanover Street, LIVERPOOL.



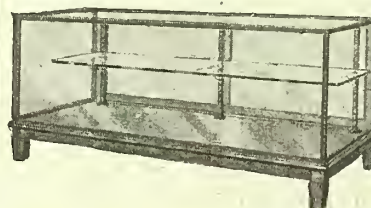
Let the "GEM"
make money for you

Write for particulars and name of local agent to the manufacturers:—

**THE GEM
AUTOMATIC WEIGHING
MACHINE COMPANY
LIMITED**
48 NEW CITY ROAD
GLASGOW, C.4

EXPORT—Buy now on favourable Exchange Rate

DUDLEY'S GLASS COUNTERS



DUDLEY & COMPANY LTD.

Holloway Road, London, N.7

City Showrooms: 65/66 Fore Street, E.C.

Made in our
OWN WORKS
at HOLLOWAY
from

£9:5:0 each

Constructed from:
well seasoned oak
or mahogany with
3" drawn plate
glass top, front
and 2 ends, clear
glass doors at back.
Interior fitted one
row of shelves,
3ft high x 2ft wide
4 ft. long £9 5s.
5 ft. " £10 0s.
6 ft. " £10 15s.
Ex Works

TELEPHONES: HOLBORN 0336.

TELEGRAPHIC ADDRESS: "INJECTALIM, SMITH, LONDON."

CCLES: A.E.C. 5TH BENTLEYS, PRIVATE.

INJECTA (LONDON) LIMITED

SURGICAL AND DENTAL INSTRUMENTS.

AUDREY HOUSE,
ELY PLACE,

LONDON, August 27, 1932.

E.C.1.

Gentlemen,

'DEHA' RECORD NEEDLES. U.K. PATENT No. 333420.

We have pleasure in informing you that we have acquired the above Patent, and we are now in a position to supply you with the well-known 'DEHA' Needles, both steel and stainless, at strictly competitive prices.

These Needles, as you are no doubt aware, have recently been sold on this market under another name.

'DEHA' Needles, both steel and stainless, with the size clearly stamped on each hub, are now manufactured by Messrs. Injecta A.G., Berlin, who have acquired the assets of the well-known firm of Messrs. Dewitt & Herz.

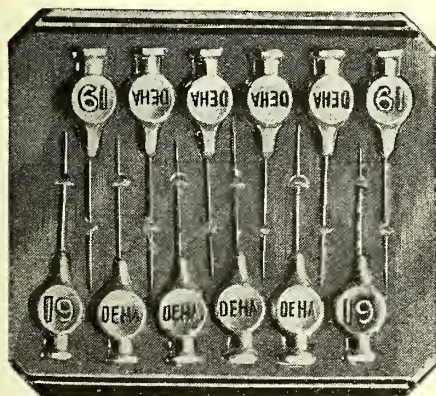
We are therefore in a position not only to offer you 'DEHA' Needles, but all the other well-known lines hitherto manufactured by Messrs. Dewitt & Herz, and shall therefore be glad to have your enquiries for these as well as for our usual comprehensive range.

All prices on application.

We do not fix retail prices. We only supply the wholesale trade.

We may add for your protection, that anyone seeking to infringe the above Patents for 'DEHA' RECORD NEEDLES will be proceeded against without delay.

Yours very truly,

Injecta (London) Ltd.

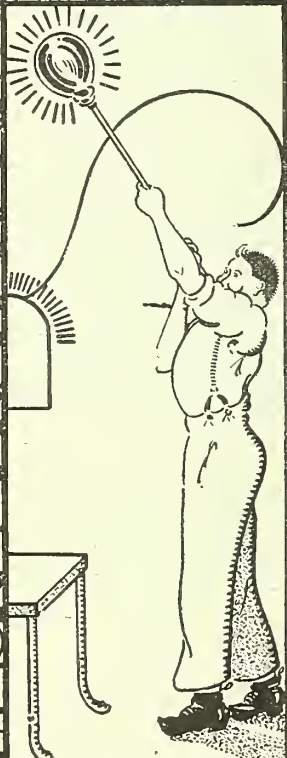
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DISPENSING
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GLASSWARE

QUALITY
GLASSWARE



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DESIGNERS & MANUFACTURERS
OF GLASSWARE FOR PERFUMES
COSMETICS AND BATH SALTS

**WOOD BROS. GLASS CO
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(ESTABLISHED 1828)

BARNSELEY . . . ENGLAND

"Adaptocaps"

*will give
your bottles
Distinction*



These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE. Special low rates for large contracts. Let us quote you.

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NOW BRITISH MADE

WAGNER'S DRY BOTTLE CAPS

BEST IN QUALITY & APPEARANCE



Self-Fixing
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GLASSWARE

Test Tubes,
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Tubes, with or without corks.
Syringes, Nasal Douches, Nipple
Shields, Surgical Instruments.

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more wasted time
cleaning Medicals.
Concentrate upon your
dispensing with a carton of
U.G.B. Washed and Sterilized Medicals
at your elbow.

Not merely rinsed, as are many competitive makes of so-called "washed" bottles, but scientifically sterilized in boiling distilled water and dried in super-heated filtered air, then packed in dust-proof cartons. The U.G.B. Washed and Sterilized service means a saving of at least an hour a day for the busy dispenser.

*Supplied in both Cork
Mouth and complete
with White Enamelled
Rustless Screw Caps.*

UNITED GLASS BOTTLE MANUFACTURERS LIMITED

*The Largest Manufacturers of Glass Bottles
in Europe*

**40/43 NORFOLK STREET
STRAND, LONDON
W.C.2**

*Telephone : Temple Bar 6680 (10 lines).
Telegrams : "Unglaboman, Estrand, London."*

LET A
BETTS'
PRODUCT
IMPROVE
YOURS!

**METAL
BOTTLE
CAPSULES**

Any size. Any
colour and
stamping

**COLLAPSIBLE
TUBES**

Plain or
coloured

**PERFUMERY
SPRINKLER
CORKS**

**TIN AND
LEAD FOILS**

Our quality and
service are unsur-
passed in the trade
—test us with your
inquiries

ALL
BRITISH
MADE

BETTS & Co.,
LIMITED
1 WHARF ROAD
CITY ROAD LONDON N.I.

**COLLAPSIBLE
TUBE FILLING
MACHINE**

for filling Ointments, Face
Creams, Dentifrice pastes etc.

Adjustable for small or large
amounts up to about 5 liquid
ounces.

Instantly dismantled for
cleaning.

By using a bent nozzle, glass
pots or jars can be filled to a
definite amount.

PRICE
From **£7-10-0**

Tube closing machines, Patent
Funnels, Asbestos Filters also
manufactured. *Send for full lists.*

J. P. JACKSON

& CO., LTD.

DEPT. (C.D.).

18 Earle Street,
LIVERPOOL.



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Designers and actual manufacturers of

FITTINGS

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter
Cases, Counters, Wall Cases, Glass Signs, etc., etc.

PHARMACIES MODERNISED.

ALL GOODS OF BEST QUALITY
AND FINISH AT LOWEST RATES.

Competent Fitters sent to all parts.

24 BENSON ST., LIVERPOOL

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's
Ailments is advertised so extensively in the
daily and weekly Press as to bring mothers to
the retailer without effort on his part.

The selling has been done before the mother
reaches the chemist, and, having supplied her, it
is only common sense to claim she will buy other
family necessaries from him. Moreover, the con-
tinuous demand for it produces a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK



50% PROFIT ON COST

Two outstanding features in the excellent range of "PAM" Sanitary Pads are:—

1.—"PAM" Compressed "Popular Size" is the only individually packed Sanitary Towel selling at ONE PENNY EACH. The "PAM" "Popular Size" is obtainable with Loop Ends (in blue wrapper) or with Tab Ends and two safety pins (in white wrapper). Never before has it been possible for women to obtain a Sanitary Towel affording complete protection and ready for immediate use for One Penny only.

Such a service to your customers you cannot afford to ignore.

2.—The range of Sixpenny Sizes in "PAM" Soluble and "PAM" Standard makes introduction a matter of simplicity. The attractive packages sell quickly when displayed, and a Sixpenny first sale leads to a One-and-Six repeat sale.

The Special Bonus Offer (see suggested order below) gives you the opportunity of a small initial stock to "try out the line" at fifty per cent. profit.

SEND YOUR ORDER NOW.

BONUS OFFER TO TRADE

SUGGESTED ORDER

COMPRESSED LADIES' TOWELS (with Loop Ends or Tab Ends).				Cost	Selling
				Price.	Price.
			s. d.	s. d.	s. d.
$\frac{1}{2}$ doz. Packets 1d.	POPULAR Size at		9 9	4 10 $\frac{1}{2}$	6 0
$\frac{1}{2}$ doz. " 1 $\frac{1}{2}$ d.	MEDIUM " "		13 6	4 6	6 0
$\frac{1}{2}$ doz. " 2d.	LARGE " "		18 0	3 0	4 0
SOLUBLE LADIES' TOWELS (with Loop or Tab Ends).					
$\frac{1}{2}$ doz. Cartons 1/-	POPULAR Size at		8 9	1 5 $\frac{1}{2}$	2 0
$\frac{1}{2}$ doz. " 6d.	POPULAR " "		4 6	1 6	2 0
$\frac{1}{2}$ doz. " 1/3	MEDIUM " "		11 0	3 8	5 0
$\frac{1}{2}$ doz. " 6d.	MEDIUM " "		4 6	2 3	3 0
$\frac{1}{2}$ doz. " 1/6	LARGE " "		13 6	4 6	6 0
$\frac{1}{2}$ doz. " 6d.	LARGE " "		4 6	2 3	3 0
STANDARD LADIES' TOWELS (De Luxe Cotton Wool).					
$\frac{1}{2}$ doz. Packets 1/-	Size 0. at		8 9	1 5 $\frac{1}{2}$	2 0
$\frac{1}{2}$ doz. " 6d.	" 0. " "		4 6	1 1 $\frac{1}{2}$	1 6
$\frac{1}{2}$ doz. " 1/2	" 1. " "		10 4	2 7	3 6
$\frac{1}{2}$ doz. " 6d.	" 1. " "		4 6	2 3	3 0
$\frac{1}{2}$ doz. " 1/6	" 2. " "		13 6	3 4 $\frac{1}{2}$	4 6
$\frac{1}{2}$ doz. " 6d.	" 2. " "		4 6	2 3	3 0
$\frac{1}{2}$ doz. " 2/-	" 3. " "		17 7	2 11	4 0
$\frac{1}{2}$ doz. " 2/3	" 4. " "		19 9	1 8	2 3
FREE BONUS (1 doz. any 6d. Size or assorted)				45 8	60 9
Less 2 $\frac{1}{2}$ per cent.				1 2	6 0
				44 6	66 9

SPECIAL!
TO MEET PRESENT
DAY NEEDS OF OUR
"SMALL SHOP"
CUSTOMER

If you cannot afford the outlay of 44/6 necessary to gain the one dozen 6d. size bonus, we specially offer you:— $\frac{1}{2}$ dozen 6d. size Free with 25/- order, $\frac{1}{2}$ dozen 6d. size Free with 15/- order, but cash must accompany these smaller orders.

REPRESENTATIVES WANTED
ON COMMISSION TO SECURE
FURTHER DISTRIBUTION TO
THE TRADE. STATE CONNEC-
TION AND TERRITORY, AND
OTHER REPRESENTATIONS.

Clifford G. Froom

SALES SERVICE,
10 KINGLY STREET, REGENT
STREET, LONDON, W.1
Also Sole Distributors for

Eau de Cologne
Boldoot

The public remember
when they
pack their kit
that . . .



ENO'S 'Fruit Salt'

keeps them fit!

AND you should
remember to
see that
your stocks of
ENO are
sufficient for
the heavy holiday
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Display ENO
NOW
It will pay you

SULPHATE of COPPER

SEED DRESSINGS

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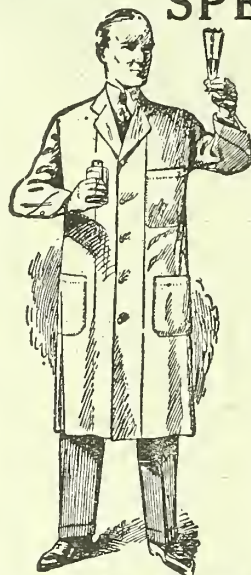
*Tried Formulas Best Value & Packing
Agents "Own Name" Packing*

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OVERALL SPECIALISTS



JACKETS, WHITE DRILL
4/6, 5/11, 7/11

„ KHAKI DRILL
8/6, 10/6

„ BLACK POPLIN
12/6

„ GREY
8/6

COATS (Long), KHAKI
5/11, 6/11, 8/6, 9/6, 11/6, 13/6

COATS (Long), GREY
7/6, 9/6, 11/6

„ (Long), BLACK
14/6

DENTISTS' COATS,
WHITE, STAND COLLAR,
BUTTON on SHOULDER
12/6, 14/6, 16/6

SURGEONS' OPERATING'
COATS, WHITE 12/6, 14/6

Jackets and Coats of very superior quality. Made from most reliable materials. Stock sizes 34 to 44 chest. Special prices for large quantities. Postage on single garment, 6d. Orders for 20/- Post Free.

Telephone : Bishopsgate 6751

GARDINER

& CO. (The Scotch House), LTD.
1, 3, 5 Commercial Road, LONDON, E.1
1 minute from ALDGATE STATION.

HARVEY'S

Watts' Embrocation, or Curb Bottle.
Aconite Powders.
Worm & Condition Powders.
Watts' Red Lotion.
Hair-Restoring Ointment.
Edos, or Tasteless Purging Powder.

HARVEY'S

Great

Protected Prices
(P.A.T.A.)

Remedies for the Horse



HARVEY'S

Koppos Powder.
Parasiticide.
Thrush Specific.
Hoof Ointment.
Skin Specific for Dogs.

Of all the leading Druggists' Sundries Houses
HARVEY & COMPANY, Ltd., Dublin

Continuous and Steadily Advertised Goods
FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (Protected). Net Wholesale Price
Virus for Rats and Mice, single tube, 2/- 15/- per doz.

3 tubes, 5/- .. 9/- ..

Virus for Mice only - single tube, 1/6 .. 3 tubes, 3/- ..

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danzysz Virus in Liquid Form

Retail Price Wholesale Price
Quart Bottles 6/- each .. 4/6 each
Pint .. 4/6 each .. 3/9 ..

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33 1/3% cash with order.

	Retail	Monthly a/c	Cash with Order
1/2 gall. tins ..	10/-	7/6	6/8
1 " " ..	18/-	13/6	12/-
5 " " ..	80/-	60/-	53/4

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.
Retail Prices (Protected) Wholesale prices per doz.
In tins 3d. In boxes of 2 doz. 2/1
" 6d. " 1 " 3/8
" 1/- " 1 " 7/3
" 2/6 " 1 " 18/-
Danzo Beetle Powder will not deteriorate by keeping.
CARRIAGE PAID ON ALL ORDERS.

To be obtained from
HALLER LABORATORIES, LTD.
325 Borough High Street, LONDON, S.E.1
Telegrams: "Virudana, Sedist, London." Telephone: Hop 2717

EVERY-DAY SALES FOLLOW A BOB MARTIN DISPLAY



*Read this striking letter from a Pharmacist
who recommends Bob Martin's Condition
Powders as a regular source of income.*

IT is a fact that once a pharmacist tests a Bob Martin display it takes a regular place in his window or counter. The reason is that Bob Martin sales are never subject to a seasonal falling off. Bob Martin advertising, planned on a huge scale—many times larger than all other dog medicine advertising combined—is of a topical and educative nature. It not only maintains a consistent demand, but continually adds regular buyers to the thousands who rely on Bob Martin's Condition Powders to maintain their dogs in perfect health.

Read what Mr. H. Fearnley Taylor, who has proved the truth of this for himself, says:—

**H. F. Taylor, Chemist,
Hungerford.**

Through making a prominent display of your dog medicines, customers are reminded to purchase for their dogs. Every

day I am asked for Bob Martin's Condition Powders, and in nearly every case it is a repeat order.

Customers generally have a word of praise for the efficacy of your powders. Only this morning one lady remarked, "I wonder what is in those condition powders, for they do such wonders, making my dog so well and his coat a nice bloom."

I would recommend this line of Dog Medicines to all Pharmacists as a source of regular income and as an asset to business.—With compliments,

H. FEARNLEY TAYLOR.

Up, up, up every month go the sales of all Bob Martin preparations. A Bob Martin display provides not only a regular source of income, but one which increases amazingly quickly. Make a test this week.



Special Bob Martin displays linking up with current advertising are always available to Pharmacists, and if you drop a postcard to Southport to-day, you will receive the newest Display Material by return. In five minutes you can make a display which is certain to double your sales of Bob Martin preparations. If you would like to receive Display Material as soon as it is issued, please ask to be put on the *Bob Martin Display List*.

BOB MARTIN LTD., Dog Food and Medicine Manufacturers since 1892, SOUTHPORT, ENG.

Now is the
time
to display
**DRUMMER
DYES**

because your customers
are seeking ways of
saving money on clothes

safe
easy



and
sure

EDGE'S

BOLTON

DDT 8-33

SEED DRESSINGS

Specially packed for the Chemists' Trade

Copper Sulphate Iron Sulphate
Arsenic Formalin

CARBOLIZED DRESSING

AND

CHEMISTS' OWN FORMULAS

SPECIALLY QUOTED FOR

**LIQUID SEED DRESSING
COPPER CARBONATE**

Tobacco Leaf Extract
(Nicotine Sulphate 40) for Delousing Poultry
Roup Powder and Pills Gape Cure

ENQUIRIES SOLICITED

BATTLE, HAYWARD & BOWER
Victoria Chemical Works, LINCOLN



Jewellers and Silversmiths have used
"Town Talk" Liquid Silver Polish
for over 30 years, to clean and polish
WOOLLEY, their own choice wares, proving by
Sons & Co., Ltd. their example that "Town Talk"
Manchester has no equal for cleaning Gold,
AYRTON, SAUNDERS & Co., Ltd. Silver and Electro Plate.

Housewives have been educated to this
fact by years of continuous advertising
in the National Daily Newspapers
and Women's Journals.

In consequence, Stockists don't
have to sell "Town Talk"—
they are asked for it.

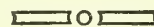
And "Town Talk" yields
a generous profit, too,
so link up with our
energetic sales
service.

or direct from the sole makers.
Terms and samples from :—

TOWN TALK POLISH CO., MANCHESTER

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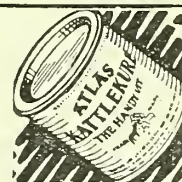
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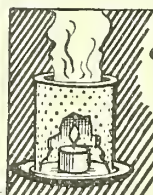
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'Phone—
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Grams—

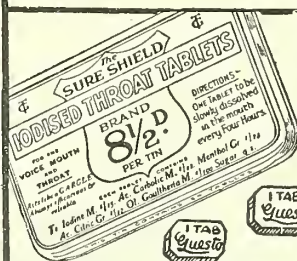
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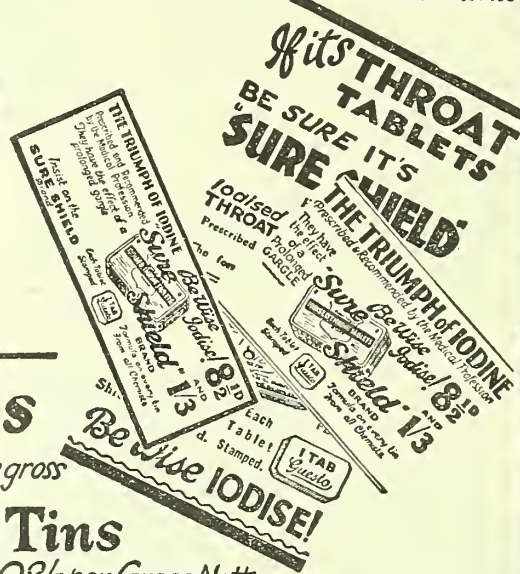
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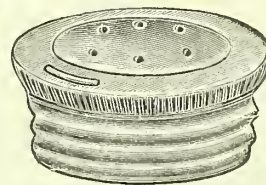
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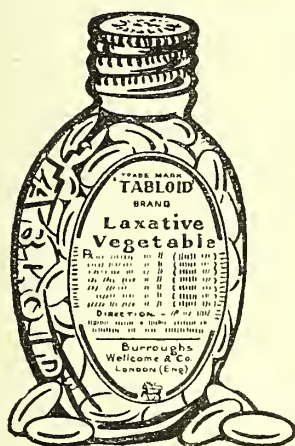
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Include them in your list of staple products and display them regularly.



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Ext. Coloc. Co.,	gr. 1	Ext. Hyoscy. Viridis,	
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Plain or Sugar-coated

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(DRY EXTRACT)

Plain or Sugar-coated

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„ 100 „ 13/6 „ „ „

Also in the following strengths: gr. 1, gr. 3, gr. 4, gr. 5, 0.15 gm. and 0.25 gm.

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LONDON

THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,
The Chemists' and Druggists' Society of Ireland, and of
other Chemists' Societies in Overseas Dominions*

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VOL. 117. NO. 2742

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News of the Week

Import Duties

The Import Duties Advisory Committee give notice of applications as follows:—

For increased import duties on the following pro-
ducts—

Common salt.
Yeast. . . .

For the addition of the following goods to the free
list:—

Crude araroba.
Coca leaves.
Pyrethrum. . . .

Any representations which interested parties desire to
make in regard to these applications should be addressed
in writing to the Secretary, Import Duties Advisory
Committee, Caxton House (West Block), Tothill Street,
London, S.W.1, not later than September 14.

August 24, 1932.

Penalties upon Misdescribing Articles as Spirits or Beer

The following notice (No. 222A) has been issued by
the Commissioners of Customs and Excise:—

Note.—This Notice supersedes Notice No. 222.

1. Since Notice No. 222 was issued the Commissioners
have examined many labels, advertisements, etc., which
have been submitted to them. As the result of this
examination they think it desirable to issue this revised
Notice (which supersedes Notice No. 222) with a view to
explaining more fully their views of the effect of the
Sections. (It should be clearly understood that the examples
given below are only a selection, and that any trader who
may still feel any doubt should consult an Officer of Customs
and Excise.)

SECTION 11.—MISDESCRIPTION OF FORTIFIED WINES AS SPIRITS

2. *Misdescription an offence.*—Section 11 of the Finance
Act, 1932, prohibits the description of any liquor in any

label, wrapper, bill or advertisement of any kind, by any
name or words calculated to indicate that the liquor is
spirits, or a substitute for spirits, or resembles spirits, or
is wine fortified or mixed with spirits, unless spirit duty
has been paid on at least 97½ per cent. of the liquor.

3. *Names which amount to misdescriptions.*—A mere name
amounts to a misdescription, even though in itself it may
not suggest spirits, if it has in the past been used in
association with any kind of statement contrary to para-
graph 2. The same applies to a name similar to a name
which has been so used.

4. *Sale of misdescribed liquors an offence.*—It is likewise
an offence to sell or have in stock any liquor
misdescribed in the manner explained in paragraph 2 or
paragraph 3, whether the misdescription is issued by the
seller himself or by some other person.

5. *The effect.*—The effect is that it is illegal to label,
advertise, sell or have in stock any liquor, which has not
paid duty as spirits, under such names as "brandy wine."
The same applies to fancy names which in any way suggest
spirits or an admixture of spirits, and to names which are
misdescriptions by association, as explained in paragraph 3.

All statements to the effect that a liquor contains spirits,
or is a substitute for or in any way resembles spirits, or is
wine fortified, mixed or blended with spirits, are similarly
prohibited.

Examples of wording which the Commissioners regard as
not permissible in this connection are—

"Containing 40 degrees of proof spirit."
"40 degrees strength."
"Compounded."
"Punch" (whether by itself or combined with other
words).
"Liqueur" (whether by itself or combined with other
words).

The addition of the word "non-alcoholic" (or similar
word) does not make a name permissible if the name itself
is contrary to the Section, e.g., "Non-alcoholic Ginger
Brandy" is not permissible, any more than "Ginger
Brandy."

6. *Genuine wines and cocktails.*—It is still permissible to
use

B B

- (1) the recognised names of genuine wines, such as "port" or "sherry," or
 (ii) cocktail names which were in use before 4th May, 1932, to describe ready-made brands of cocktails containing vermouth and spirits, the quantity of vermouth in which was at least equal to that of proof spirits.

This, however, only applies to names, and neither wines nor (unless 97½ per cent. has paid spirit duty) cocktails may be labelled or advertised as fortified or mixed with spirits.

SECTION 12—MISDESCRIPTION OF SUBSTANCES AS BEER

7. *Misdescription an offence.*—Section 12 of the Finance Act, 1932, prohibits the description of *any substance* (i.e., not merely a liquor, but also, e.g., brewing materials in packets), in any label, wrapper, bill or advertisement of any kind, by any name or words calculated to indicate that the substance is, or is a substitute for, or resembles, ale, beer, porter or stout, unless beer duty has been paid on the whole of the substance.

The names "ginger beer" and "ginger ale" are specially excepted by the law, and are still permissible. This exception, however, applies solely to these two particular names.

8. *The effect.*—The Section therefore makes it illegal in future to describe liquor below the limits of 1016° in gravity and 2 per cent. in proof spirit content (unless made on licensed brewery premises and duty-paid) by any such names as "bitter ale," "herb beer," or "brown stout," or by any names including the words "ale," "beer," etc., or by any words suggesting that the liquor is a substitute for, or resembles "ale," "beer," etc.

Examples of wording which the Commissioners regard as *not permissible* in this connection are:—

- "Brewed from Hops."
- "Hop Brew."
- "Barley Brew."
- "Brewed from Malt and Hops."

The addition of the word "non-alcoholic" (or similar word) does not make a name permissible if the name itself is contrary to the Section, e.g., "Non-Alcoholic Herb Beer" is not permissible.

With regard to *brewing materials* in packets, bottles, etc., it is not permissible to describe these as *being* "ale," "beer," etc., or as being substitutes for or resembling "ale," "beer," etc. For example, the following are *not* considered to be *permissible* as descriptions on packets, etc., of materials:—

- "Herb Beer."
- "Herb Beer Extract."
- "Sarsaparilla Beer Extract."
- "Home-Brewed Ale."

On the other hand, phrases such as "Extract of Herbs," or "Malt and Hops," are considered to be *permissible*. Moreover, statements on packets, etc., that (e.g.) materials "make two gallons of home-brewed ale" or are "for making home-brewed beer," or instructions how to "make home-brewed stout," are not regarded as infringements of the Section, provided that the materials contained in the packets, etc., are not described as *being* "ale," "beer," etc., or as being substitutes for or resembling "ale," "beer," etc.

9. *Sale of misdescribed substances an offence.*—It is likewise an offence to sell or have in possession for sale any substance misdescribed in the manner explained in paragraphs 7 and 8 whether the misdescription is issued by the seller himself or some other person.

APPLICABLE TO BOTH SECTIONS

DESCRIPTION AS WINE

10. Neither Section 11 nor Section 12 prevents the description of any liquor as a wine, e.g., "Ginger Wine" or "Cherry Wine."

PENALTIES

11. The penalty for offences under either Section is a fine not exceeding £100 and forfeiture of the offending articles.

THE PERIOD OF GRACE

12. *Under both Section 11 and Section 12*, up to 30th September next inclusive is allowed as a period of grace during which goods may be sold off under the labels, wrappers, etc., under or in which they have been previously sold. This is strictly limited, however, to labels, wrappers, cartons, etc., which go with the goods as sold to the public. All window-cards, handbills and other advertisements of every kind, if contrary to the law as explained above, must be withdrawn at once.

Custom House, London, E.C.3.

August 1932.

The Convention at Toronto

We received, just before going to press, a brief cable from Toronto informing us that the Canadian-American Pharmaceutical Convention at Toronto is proceeding according to plan. The reception was attended by about 1,500 pharmacists. Mr. Adams, of Texas (president of the American Pharmaceutical Association), Mr. F. G. Hines (president of the Pharmaceutical Society of Great Britain), Mr. Playter (president of the Ontario Association), and Dr. Cody (president of Toronto University) spoke at the banquet held on Tuesday.

Manchester

Many pharmacists are on holiday, and many strange faces appear behind the counter at the moment. One locum was highly amused, when taking duty last Sunday, on being asked for a "will form." The customer wanted to make her will, and thought chemists sold suitable forms.

The tropical weather has given a welcome fillip to the photographic trade. One notices in various districts the "insane cutting" in D. and P. work. "How long these philanthropists will continue to treat the public to something for nothing depends entirely upon the length or strength of their bank balance" is the sage remark of a photographer.

The annual competition for the Woolley trophy and replica will be held on August 31 at Torkington golf course. A custom of the Manchester and District Chemists' Golfing Society, for many years, was a "ladies' day." This custom, which seems to have been allowed to lapse, is to be revived on August 31, and it is hoped that ladies will turn up in force.

Manchester pharmacists, in common with their *confrères* throughout the country, are concerned as to how to cope with the demands which will be made upon their resources when the new B.P. comes in force. In the case of extractum ergotæ liquidum one retailer has had to order three 4-oz. lots within the last month; for fear he has much of the old formula left when the new one comes into force. A list of the more interesting increases and reductions in dosage in the new B.P. has been posted in the dispensing departments of several pharmacies in Manchester.

Mr. Bernard Lipton, managing director of Germstroyd Products, Ltd., Manchester and London, was one of the party accompanying the Lord Mayor and Lady Mayoress of Manchester and the Lord Mayor and Lady Mayoress of Liverpool on an eight-day cruise on the White Star Liner "Adriatic." During the course of the cruise much friendly rivalry took place between the two parties, which culminated on the Saturday morning in a series of tug-of-war matches, in which the "Liverpool Gentlemen" were beaten by the "Manchester Men." The "Liverpool Ladies" retaliated by beating the "Manchester Women." Mr. Lipton was accompanied by his brother, Mr. Joseph Lipton, also a director of Germstroyd Products. Mr. Bernard Lipton was the captain of the successful Manchester team.

Sheffield

The rendezvous for the members of the Chemists' Tennis Club, on September 1, is the Whiteley Wood tram terminus; that for the Football Club, on the same date, is the Firth Park terminus.

Through the kindness of Hirst, Brooke & Hirst, Ltd., motor-coaches are to be provided for members of the local branch of the Society who visit the company's works at Leeds on September 8. The number of visitors which can be accommodated is limited to seventy.

At Sheffield Police Court, on August 22, Edwin Sinclair, 37 Suffolk Road, was sent to prison for three months on charges of obtaining sums of money by false pretences. It was stated that he represented himself to be "Dr. Sinclair," late of Guy's Hospital, a specialist in radiology, who had had seven years' practice but had been struck off the register. In Sheaf Market he sold ten "pills" for 6d., claiming that these would cure

anything except cancer and consumption. Evidence was given by Mr. John Evans, F.I.C., Ph.C., the city analyst, that the "pills" were made of sodium bicarbonate with a little peppermint, and that 1 oz. would cost about 4d. Sinclair, who, it was stated, was a professional dancer, asked that other charges be taken into account.

Miscellaneous

BURGLARY.—The premises of Hodders, Ltd., chemists, Whiteladies Road, Bristol, were broken into recently and a sum of money was stolen.

CARNIVAL AWARD.—At the carnival held at Lyme Regis on August 20, the second prize in the class for the best trade cars was awarded to Holman, Ham & Co., Ltd., chemists.

POISON-LICENCE APPLICATIONS.—Application for a licence under Section 2 of the Poisons and Pharmacy Act, 1908, has been made by the following to the respective local authority:—Hubanks, Ltd., Market Drayton; Yorkshire Farmers, Ltd., York.

Scottish Notes

Brevities

The monthly rink game of the bowling section of the Glasgow Pharmacy Club was played on Willowbank bowling green on August 16. The winning rink had Mr. W. J. Moffat as skip.

Mr. George Lipp, chemist and druggist, has recently retired after half a century in business in Fochabers. A justice of the peace for the country, Mr. Lipp takes a deep interest in church and educational matters, being the senior member of Bellie Kirk Session and its repre-

sentative on the Board of Governors of Milne's Institution. He is one of the original promoters of the Fochabers Bowling Club, and has been treasurer of the Fochabers Golf Club for twenty-seven years. In recognition of his long term of service Mr. Lipp was made an honorary member of the Club, his successor in business, Mr. Andrew Alexander Erskine, being appointed treasurer in his stead. A keen angler, Mr. Lipp finds the Spey with rod and line a favourite resort.

Irish Notes

Brevities

A correspondent (22/8) writes:—"The late Mr. Samuel Suffern was well known in the trade, having taken a keen interest in pharmaceutical affairs for many years. In 1925-26 he was druggists' representative in the Council of the Pharmaceutical Society of Northern Ireland. He was also a member of the Ulster Retail Drug Trade Association and honorary vice-president for the year 1930-31, and his death is deeply deplored by members of the trade. He was unmarried, and is survived by a brother and sister."

It was resolved at a meeting held on July 4, and confirmed on July 30, that Baker & Wright, Ltd., chemists, Cork, be wound up voluntarily. Mr. W. J. Kilkeary, 27 South Mall, Cork, was appointed liquidator. The accounts show assets estimated to realise £6,355, unsecured liabilities £6,530, cash creditors' claims £2,468, and bankers' claims £1,070. Among the principal creditors are:—May, Roberts & Co., Ltd. £97; F. F. Fox & Co., £96; Cooper, McDougall & Co., Ltd., £45; Fassett & Johnston, Ltd., £43; Harringtons, Ltd., £23; Kodak, Ltd., £20; Lever Bros., Ltd., £19; J. C. Eno, Ltd., £12; Burgoyne, Burbidges & Co., Ltd., £12.

Topical Reflections

By Xrayser

Educational Information

provided in your columns last week covers the ground most effectually, not only so far as may be necessary for the enlightenment of those interested in preparation for pharmaceutical qualification, but also to such an extent as will enable pharmacists who contemplate the acquirement of other qualifications to obtain a clear knowledge how to proceed. You set out the pharmaceutical syllabus in a way that leaves nothing to be desired, the running comments upon the requirements in the different subjects of the syllabus being peculiarly helpful as well as informative. Thus the notes on the study of botany should help to convince students who may be suffering from the effects of depreciatory criticism of the subject as part of the pharmaceutical curriculum that it is probably neither so dismal nor so useless to us as pessimists might lead us to understand. Field botany alone could not perhaps justify expenditure of a considerable amount of time by pharmaceutical students, but a comprehensive acquaintance with plant morphology, anatomy and physiology is essential for proper understanding of the official descriptions of vegetable drugs, and what we ought to know about the proximate principles of plants used as medicinal agents.

Vocational Education,

as your editorial article makes clear (p. 183), is a matter requiring much more than superficial consideration. In building up a curriculum it is necessary to have fairly definite ideas upon the subject of the future career of those whose training is being planned; and it may be found desirable to include in the pharmaceutical syllabus a good deal that would not be justified if we did not look beyond the keeping of

open shop, as generally understood, as the be-all and end-all of pharmaceutical qualification. Suggestions that you advance with regard to post-graduate study would be of little worth unless our graduates had been educated up to a point at which they become capable of benefiting by the advanced instruction proposed. But I think it is generally understood that, in any system of education, subjects of which the immediate necessity does not appear must be included. Instead of entertaining any idea of excluding botany from our course of studies, we are now being compelled by sheer force of circumstances to entertain the prospect of having to include in our syllabus some knowledge of animal biology and physiology as well.

Very Practical

is your suggestion that the recent vacation course of post-graduate lectures at the Pharmaceutical Society's headquarters should be supplemented by educational addresses to the Society's branches during the coming winter session. There can be no better way of explaining to practising pharmacists in need of what our medical friends call "refresher courses" what far-reaching and important changes in medical treatment now prevail and provide much of the subject-matter of the new Pharmacopoeia. Let us have lectures and demonstrations on the lines you suggest at meetings of every important branch of the Society, instead of so much political propaganda and talk on namby-pamby subjects illustrated by lantern slides. Give the members something of real value for their money, over and above the light refreshments employed to tempt them to attend meetings for which they have at present little inclination. The British Pharmacopoeia, 1932, is going to need a lot of explanation if the chemists and druggists of the country are to become properly conversant with it.

Legal Reports

Food and Drugs (Adulteration) Act.—At Sandbach Petty Sessions, on August 16, Mr. F. H. Heath, chemist and druggist, Crewe Road, Alsagar, was summoned for having sold Epsom salts certified to contain twelve parts of lead per million. Mr. Heath, giving evidence, said he purchased the Epsom salts from a Manchester wholesaler with whom he had dealt for ten years. He specified B.P. crystals. Mr. Garnett, the defending solicitor, submitted that the magistrates were the judges of whether this was a warranty or not in law, and he thought they would take a broad-minded view. On every occasion the defendant ordered the salts of B.P. quality, which the firm said was supplied. On the whole of the facts, he considered there was a warranty. The chairman, in imposing a fine of 20s., with costs, said it was unfortunate that the invoice did not contain the initials "B.P."

At Ross, Herefordshire, recently, Mr. John F. Hart, Ph.C., was summoned for having sold milk of sulphur adulterated with 40.8 per cent. of calcium sulphate. Mr. Hart pleaded "Guilty." Mr. T. Matthews, who defended, said a *bona-fide* mistake had been made. There was no financial gain in the transaction, and he suggested that justice would be met by payment of costs. A fine of £10 was imposed.

chemists, druggists, oil and colour men, etc. Solicitors: Wild, Collins & Crosse, Kennan's House, Crown Court, London, E.C.2.

SOUTH WALES SOAP CO., LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in candles, soap, soap powders and all articles made from oil and tallow, tallow chandlers and oil merchants, etc., to acquire the business carried on at Hollybush, Mon., as the South Wales Soap Co., and to adopt an agreement with E. J. Brice, B. A. Davies, B. Gwenlan, W. T. Mahoney, W. G. Pugh, P. Weale and I. Williams. R.O.: Newport Road, Hollybush, Mon.

GRAYSON (CHEMISTS), LTD.—At a meeting held in London on August 9, it was resolved that this company be wound up voluntarily. Mr. E. A. Barritt, Bevis Marks House, Bevis Marks, E.C.3, was appointed liquidator.

COMPANIES DISSOLVED.—Notice has been given in "The London Gazette" that the names of the under-mentioned companies have been struck off the register and the companies dissolved:—Anglo-Overseas Chemical Corporation, Ltd.; East Anglian Chemical Co., Ltd.; Berks Pharmacy, Ltd.; North British Chemical Co. (England), Ltd.; Poli-Varn, Ltd.; Standard Anhydrous Ammonia Co. of Great Britain, Ltd.; Yorkshire Mineral Water Manufacturers' Association, Ltd.

STEPHEN SMITH & CO., LTD.—The accounts for the year ended April 30 show a gross profit of £58,842. The directors recommend a final dividend of 7½ per cent. on the ordinary shares, again making 12½ per cent. for the year. They have added £1,000 to the staff contingency reserve and placed £12,190 to the reserve for goodwill. After these appropriations £1,645 remains to be carried forward.

COMPANIES WHICH MAY BE DISSOLVED.—Notice is given in "The London Gazette" that the names of the following companies will, unless cause is shown to the contrary, be struck off the Register and the companies dissolved three months after August 19:—Beckerman Cash Chemist Co., Ltd.; British Chemicals & Photographic Supplies, Ltd.; Cowsley Pharmacy, Ltd.; Darch's (Dr. Williamson's) Gout & Rheumatic Pills Syndicate, Ltd.; Kent's Pharmacy Co. (1927), Ltd.; The Liverpool Surgical Co., Ltd.; Martins Fertilizers, Ltd.; Perfumeries, Ltd.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

BULMER, CROUCHLEY & CO., LTD. (P.C.).—Capital £2,000. Objects: To acquire the business of a chemical manufacturer carried on by T. Appleyard, as "Bulmer, Crouchley & Co." at Templar Street, Leeds.

DELESPA WORKS (ENGLAND), LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in soaps, perfumery, oils, essences, chemicals, etc. R.O.: 41 Jewin Crescent, E.C.1.

KRUST'S, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in chemicals, ointments, drugs, medicines, etc. Solicitors: J. Jaffe & Co., 27 Brazenose Street, Manchester.

MONEY-SAVERS, LTD. (P.C.).—Capital £100. Objects: To acquire the business of a general dealer carried on by Mary Gaunt at 197 Park Lane, Leeds, and to carry on the business of dealers in chemicals, medicines, drugs, etc.

LUNTS PRODUCTS, LTD. (P.C.).—Capital £100. Objects: To carry on business as manufacturers of and dealers in oils, greases, perfumes, powders, chemicals, etc. R.O.: Lunt Avenue, Park Lane, Aintree, Liverpool.

BIOCHEMICAL LABORATORIES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of biochemical and other laboratories, scientific and research workers, etc. Secretary: E. Thomas, 33 Solent Road, West Hampstead, N.W.6.

KLENSOMAT, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in chemical or acetic compounds and preparations for the cleansing of printers' type, etc. Solicitors: Cohen & Cohen, 112 Salisbury House, E.C.2.

SCIENTIAL DISINFECTANTS, LTD. (P.C.).—Capital £100 in £1 shares. Objects: To acquire the business of a manufacturer of disinfectants and deodorants now carried on by J. Buxton at 76 Manning Street, Nottingham, as "Sciential Disinfectant and Deodorant Co."

DYMOND CHEMICAL CO., LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in adhesive and other glues and gums;

Business Changes

MR. W. H. GREEN, chemist and druggist, Coventry, has opened a new branch in the City Arcade.

MACLEANS, LTD., manufacturing chemists, have removed to Great West Road, Brentford, Middlesex.

MR. L. V. GEORGE, chemist and druggist, has opened a business at 30 Manor Farm Road, Bitterne Park, Southampton.

THE BRITISH ALUMINIUM CO., LTD., Adelaide House, King William Street, London, E.C.4, are removing their London warehouse from 34-38 Banner Street, Golden Lane, E.C.1, to 23-25 Pancras Road, N.W.1, as on August 29.

Gazette

Bankruptcy Acts

RECEIVING ORDER AND ADJUDICATION

LILLY, E., 20 Swanage Road and 21 York Road, South-end-on-Sea, drug-store proprietor.

British Pharmaceutical Conference

Science Papers

THE following is the official list of science papers to be presented at the meeting of the British Pharmaceutical Conference in Aberdeen on September 13 and 14:—

- (1) "The Analytical Classification of the Fish Liver Oils" By Norman Evers, B.Sc., F.I.C., and Wilfred Smith, B.Sc., A.I.C.
- (2) "The Colorimetric Assay of Ergot." By Noel L. Allport, A.I.C., and T. Tusting Cocking, F.I.C., Ph.C.
- (3) "The Determination of Colchicine in Colchicum Corm and Seed and the Official Colchicum Preparations." By P. A. W. Self, B.Sc., F.I.C., Ph.C., and C. E. Corfield, B.Sc., F.I.C., Ph.C.
- (4) "Some Proposed New Formulas for the British Pharmaceutical Codex." By H. Treves Brown, B.Sc., Ph.C.
- (5) "The Assay of Santonin in Artemisia." By James Coutts, Ph.C.
- (6) "A Comparison of the Anti-Diuretic and Oxytocic Potencies of Commercial Pituitary Extracts." By Frank Wokes, B.Sc., F.I.C., Ph.C.
- (7) "The Protein Content of Commercial Pituitary Extracts." By Frank Wokes, B.Sc., F.I.C., Ph.C.
- (8) "The Volumetric Assay of Chlorates: I.—Reduction by Hydriodic Acid in the Presence of Ferrous Sulphate." By G. J. W. Ferrey, B.Sc., F.I.C.
- (9) "The Volumetric Assay of Chlorates: II.—Reduction by Hydriodic Acid in the Presence of Strong Hydrochloric Acid." By G. J. W. Ferrey, B.Sc., F.I.C.
- (10) "Solution of Lead Subacetate." By Charles Morton, B.Sc., Ph.C.
- (11) "The Origins of British Pharmacy." By J. P. Gilmour, M.P.S.
- (12) "The Volumetric Determination of Mercuric Chloride." By Harry Brindle, B.Sc., F.I.C., Ph.C.
- (13) "The Determination of Mercury in Mixtures Containing Solution of Mercuric Chloride and Vegetable Infusions." By L. Marjorie Mundy, Ph.C., and Clarice W. S. Rix.
- (14) "The Preparation and Composition of the Precipitated Phosphates of Calcium." By Norman Glass, A.I.C., and A. J. Jones, A.I.C., Ph.C.
- (15) "The Estimation of Lead and other Metals in Iron Salts." By A. D. Powell, A.I.C., and G. F. Hall, M.B.E., B.Sc., A.I.C.
- (16) "The Copper Content of Certain Pharmaceutical Preparations and Chemicals." By Norman Evers, B.Sc., F.I.C., and L. A. Haddock, B.Sc., F.I.C.
- (17) "New Methods for the Determination of Traces of Lead and Copper in Presence of Iron, with Special Reference to Iron and Ammonium Citrate." By Noel L. Allport, A.I.C., and G. H. Skrimshire.
- (18) "Effervescent Properties of Granular Effervescent Preparations." By David S. Rattray, Ph.C.
- (19) "Halogen Analogues of Adrenalin and Ephedrine." By H. E. Glynn, B.Sc., Ph.C., and W. H. Linnell, Ph.D., M.Sc., A.I.C., Ph.C.
- (20) "The Preparation of Certain Aliphatic Amino Alcohols." By H. E. Glynn, B.Sc., Ph.C., and W. H. Linnell, Ph.D., M.Sc., A.I.C., Ph.C.
- (21) "The Determination of Phenol in Medicaments and the Phenol Content of some Nasal Antiseptic Tablets and Phenol Lozenges." By C. E. Corfield, B.Sc., F.I.C., Ph.C., and L. Marjorie Mundy, Ph.C.
- (22) "The Determination of Phenol in Phenol Ointment." By E. M. Smelt, B.Pharm., Ph.C.
- (23) "The Comparison of Tests for Balsam of Peru." By E. M. Smelt, B.Pharm., Ph.C.
- (24) "Estimation of Bismuth in Liquor Bismuthi et Ammonii Citratis." By C. T. Bennett, B.Sc., F.I.C., Ph.C., and N. R. Campbell.
- (25) "Note on Calcium Glycerophosphate." By C. T. Bennett, B.Sc., F.I.C., Ph.C., and N. R. Campbell.

- (26) "The Estimation of Essential Oils in Drugs and Spices." By T. Tusting Cocking, F.I.C., Ph.C., and G. Middleton, B.Sc., F.I.C.
- (27) "Notes on Mistura Bismuthi Composita Acida cum Pepsino, B.P.C." By C. J. Eastland, A.I.C., Ph.C.
- (28) A Classification of Some Recent Biological Methods." By J. H. Burn, M.A., M.D.

Hotel Accommodation

The following hotels are fully booked:—Caledonian, Palace, Station, Imperial, Douglas, Forsyth, Willowbank. Others on the list have still rooms, also:—Mrs. Cruickshank, The Elms, Queen's Gate, bed and breakfast 6s. 6d.; Invercauld House, 467 Union Street, bed and breakfast 6s. 6d.; Mrs. Laing Aldersyde, 269 Great Western Road, bed and breakfast 6s. 6d. Mr. James Farquhar, 340 Great Western Road, has also a list of good private houses with suitable accommodation.

An Old Sun-Dial

Members who visit the Duthie Park during the Conference will see, erected at its south-west corner, near the monument to Sir James McGrigor, an interesting sun-dial with a pharmaceutical connection. The base of its south side has "1707" as the date of erection, and on the east and west sides are the initials "G. B." and "C. G." respectively, while a mortar and pestle are carved on the north side. It had been the property of George Burnett, apothecary, who was admitted a burgess of trade in the city of Aberdeen on August 23, 1698. His name occurs in the list of students at King's College. He married Christian Gordon, daughter of William Gordon, of Goval. The apothecary was evidently a loyal citizen of Bon Accord, as it is noted in the town's records that he was "appointed Lieutenant in the first division of Footdee quarter, Aberdeen, 15th March, 1708, to withstand the present threatened invasion of the Frenches."

The Customer's Motive

It is a commonplace that success in selling hangs upon understanding one's customers, understanding what motives move them to action, and how to appeal to those motives. The great American tooth-paste manufacturers have learnt this, and sell their products by appealing to the desire for health. At one time it was thought that the desire for health was just a matter of self-interest, a desire for health because of the advantages of health, but recent discoveries by the psychologists have shown that it is far more often a loving solicitude for the afflicted part of oneself comparable to the love a mother feels for her baby. Whenever customers show a disposition to talk about themselves, to talk about their hair, liver or digestion, the chemist may safely assume that their desire for health is rooted not in self-interest but in a loving solicitude for their afflicted parts. The selling rule for a chemist, therefore, is to act towards each customer's afflicted part as if it were the baby of a fond mother. The customer's trouble is that he cannot get other people to put the same value on his afflicted part as he puts on it himself, and he will haunt the shop and fill the till of any chemist who shows an interest in it equal to his own. This is where the chemist reaps the advantage. He stocks knowledge as well as goods, knowledge that enables him to talk understandingly and helpfully about the customer's afflicted part, knowledge that the customer has an insatiable desire to drink in, and no customer can keep away from a chemist who makes wise use of such knowledge. But the chemist's professional status should not set him above learning from others, even from barbers. I know a man who is trying to cure himself of baldness. He feels the barber is his ally. He will tell you: "We are trying to grow my hair again." Well! He has an interest in common with his barber, the two are twin souls; they worship the same fetish—the customer's vanished hair.—J. R. (15/5).

Delayed Payments

By Manufacturer

THE letter by "Merchant" in the *C. & D.* of August 20 (p. 219) on delayed payments, and the recent correspondence in the "Times" on the same subject, should be of benefit to the pharmacist, particularly if it prompts those of his customers who are in the habit of running accounts with him to pay promptly. The practice of giving credit is an ancient one. Before the war, those pharmacists whose business was of what is best described as the "family" type usually gave long credit. Accounts were often rendered half-yearly; often they were not paid for another six months. This state of affairs was made more possible by the wholesale houses, who in their turn gave much more extended credit than they give, or can give, to-day. It is only fair to say that retailer and wholesaler alike charged prices which, according to the standard of those days, were liberal and allowed such credit to be given.

The war changed all that. Very soon after 1914 it was realised that shorter terms of credit, if not cash "on the nail," were essential for the retailer if he was to carry on business under the changing conditions. During the war period, therefore, the pharmacist got his customers into better habits, and it was hoped that these would continue. Gradually, however, he has allowed his customers, or has been forced by them, to take longer credit; and to-day, in many classes of business, pre-war credit conditions are general. These have now been made worse by the increased demands of the income-tax authorities. The money has to be found for these: somebody must wait if the goods are still to be purchased, and that somebody is the tradesman who will give the longest credit. And so at the present time, in those businesses which depend upon the "patronage" of middle-class families, it will be found that although accounts are rendered monthly they are not paid monthly (or only a few of them are); the pharmacist, in such cases, has on his books an amount of capital upon which he is getting no interest. It follows that in many cases he has to keep his wholesalers waiting for their money, and they, in their turn, have to keep merchants waiting.

Some Suggestions

The root of the trouble is with the purchasing public, who must be educated up to paying cash for their requirements; but how this is to be accomplished is another matter. Here are suggestions:—

(1) Politely but firmly refuse to give credit. After all, the big stores refuse, and in many cases open accounts only when the customer makes a deposit of cash against which to order. The big multiple-shop concerns give no credit to the general public; it will often be found that the customers of the pharmacist run an account with him and pay cash for the goods they buy at the multiple shops.

(2) If credit must be given, see that accounts are rendered promptly month by month, and that no account is allowed to run longer than the end of the second month.

(3) It may be necessary, to get money in, to give a discount for prompt cash. This should not be more than 2½ per cent., and should, of course, not be given on P.A.T.A. lines and other goods upon which re-sale conditions are imposed. This method is unfair to those customers who pay cash over the counter for their goods; it may be necessary to offer such the same discount upon the production of, say, 20s. worth of vouchers.

The above are counsels of perfection; it is realised that the subject bristles with difficulties. The object of this note will be accomplished if attention is drawn to what is undoubtedly a growing evil.

PROFESSOR BOUGAULT, of the Paris Faculty of Pharmacy, has been elected president of the Society of Biological Chemistry.

Modern Refrigeration

ONE of the outstanding developments in recent low temperature research has resulted in the production and use commercially of solid carbon-dioxide. This resembles hard, compressed snow and evaporates slowly into carbon-dioxide without passing through the liquid phase and with no residue. It has a density 1.35-1.45 and a temperature of -110° F. A very wide range of temperatures can be obtained with it, depending on such conditions as the degree of insulation; a high rate of evaporation tends to produce a low temperature. Since solid carbon-dioxide changes directly into gas, very efficient insulation materials which would be damaged by liquid can be used. It is sold in cylindrical blocks 7 in. diameter and 14 in. long, weighing about 25 lb., and square blocks 10 in. square and 11½ in. long, weighing about 50 lb. A naked 25-lb. block will last several hours, but with proper insulation the rate of evaporation can be cut down to less than 1 per cent. per twenty-four hours. The main applications in these early stages of its production are in the maintenance of ice cream, the aeration of mineral waters and beers, and the refrigeration of foodstuffs for transport and in the shops.

Ice Cream Industry

It is much used in the distribution of ice cream by tricycle, and for the long distance transport of ice cream bricks in insulated cases and of ice cream in bulk in metal cases. A small piece of the solid carbon-dioxide in "take home" packages will keep the ice cream hard from six to twelve hours. Special ice cream conservator cabinets have been designed for use with it, and neat, small and light packages for the delivery and storage of ice cream.

Dairy Industry

Solid carbon-dioxide may be used in preserving dairy products at all stages of distribution: special attention has been paid to cream preservation. Refrigerator cabinets and counters for use in retail shops and depôts are being designed to meet individual requirements.

Aeration

This solid is the new source of liquid and gaseous CO₂. A liquefier, intended for stationary use only, is made in standard sizes of 25-, 50- and 100-lb. capacity. It is in effect a large-sized cylinder, equipped with means so that it may be heated if necessary. As the liquefier warms pressure is built up, and in any time from four minutes upwards a supply of pure CO₂ under pressure is available. This method of obtaining liquid CO₂, apart from advantages over the handling, upkeep and testing of heavy cylinders, minimises the risk of burst bottles and fermentation after bottling. It supplies gas of a uniformly high standard of dryness, purity and cleanliness.

Food Preservation

The great future of solid carbon-dioxide lies in the preservation as apart from the refrigeration of food, as it inhibits bacteriological deterioration. The transport of fresh meat from the Argentine and fresh fish from equatorial seas has been made a probability by experiments carried out at the Government Low Temperature Research Station and Fish Research Station. For a beginning, the L.M.S. Railway have organised the transport of frozen fish from Scotland to the South, and such facilities as this are growing daily. Solid carbon-dioxide is readily available in every part of England, Scotland, and Northern Ireland. It is manufactured by Imperial Chemical Industries, Ltd., and supplied under the trade name of "Drikold." Stocks are maintained in many cities and towns at railway depôts, from which radiating delivery systems are rapidly extending.

The Fats, Oils and Waxes of the British Pharmacopœia, 1932

By Ernest J. Parry, B.Sc., F.I.C.

SEVERAL pages of matter are devoted in Appendix IX to details of methods applicable to the testing of fixed oils, etc.

A page (C, of Appendix IX) is devoted to the test for the absence of arachis oils in other oils. The qualitative test reads as follows:—"Boil 1 millilitre of the oil in a small flask under a reflux condenser for five minutes with 5 millilitres of 1.5 N alcoholic potassium hydroxide, add 1.5 millilitres of acetic acid and 50 millilitres of alcohol (70 per cent.); warm until the solution is clear, then, with a thermometer in the liquid, cool slowly to 15.5°; if, after keeping the liquid at this temperature for five minutes, it remains clear, arachis oil is absent." This test is fairly reliable, although not quite in accord with Bellier's specification, but it breaks down if a fairly small proportion of most solid fats be present in the oil. The quantitative test is that of Evers, and is extremely satisfactory. In the description of the method for the determination of the acid value of "fixed oils, fats and resins" the direction to boil the mixture of alcohol and substance to be tested is to do so "until the substance has completely melted," which is an unfortunate expression in the case of liquid oils.

The fixing of half an hour for the iodine value is unfortunate, and the directions of the 1914 edition are far more satisfactory. This is, within wide limits, a time reaction, and demands exact conditions to be observed with minute accuracy. The figure obtained in half an hour is, therefore, quite an arbitrary value in cases of highly unsaturated oils, and, further, each test must be carried out with a watch on the bench and exactly thirty minutes must pass between the addition of the reagent and the commencement of the titration. An extra few minutes will vitiate the results with cod-liver oil, for example. The report of the International Union of Pure and Applied Chemistry, at the Hague, in 1928, requires the following conditions to be observed:—"The quantity of oil or fat taken for a test should be so measured that not more than 30 per cent. of the halogen present in the 25 c.c. of the solution added is absorbed. After thirty minutes to two hours, according to the degree of unsaturation of the fat or oil, the non-absorbed halogen is titrated." The practising analyst will therefore still use the method of the scientific chemist for his general work, but must use the method of the British Pharmacopœia where he is called upon to decide whether an oil is "B.P." or not. The method for the determination of the unsaponifiable matter in fixed oils and fats is unnecessarily cumbersome; the determination is usually carried out in practice on the same portion of the sample that has been used for determining the saponification value.

OLEUM AMYGDALÆ.—The physical characters given embrace the majority of pure almond oils, but Valencia sweet almonds will yield an oil which sometimes has a saponification value of 198 to 200, or even slightly higher, and bitter and sweet almonds will yield oils with slightly higher iodine values when determined by normal methods than those found by the abnormal general method presented by the Pharmacopœia in regard to time. Why the refractive index of this and other fatty oils is to be recorded at 40° is not apparent, except that this was the case in the 1914 edition.

OLEUM GOSSYPII SEMINIS.—This oil appears as a new oil in the Pharmacopœia. Although the "identity test" (Halphen's reaction) is generally reliable, it should be noted that it is given also by kapok, baobab and sterculia oils. The specific gravity lower limit of 0.920 might well have been 0.922.

OLEUM HYDNOCARPI.—This oil replaces the oleum chaulmoogræ of the 1914 edition. The figures given are quite normal, but, of course, will not discriminate between pure oils and oils mixed with those of several other species. This oil is used for the preparation of oleum hydnocarpi æthylicum, otherwise "ethyl esters of hydnocarpus oil," which by some unpermissible freak has been pressed into the service as a collective noun used with verbs in the singular!

OLEUM LINI.—The figures given for this oil are normal and satisfactory, except that the upper limit for unsaponifiable matter should have been 2 per cent.

OLEUM OLIVÆ.—The acid value of this oil has been reduced from 6 (1914 edition) to 2, which practically excludes all oils but edible or salad oils. This appears to be a high standard of quality for a pharmaceutical oil, but is probably intended for oil used for internal administration, as a note to the monograph raises the acid value to its old limit of 6 where the oil is to be employed in making the official liniments, ointments and plasters. The physical values given are normal. It should be remembered, however, that certain absolutely pure olive oils, especially those from Tunis, give a slight, but quite definite, arachidic acid reaction, which might lead the inexperienced analyst to conclude that arachis oil was present.

OLEUM RICINI.—The 1914 edition described this oil as "soluble in all proportions of absolute alcohol, and in 3.5 parts of alcohol (90 per cent.)." The present edition appears to quarrel with this easily understood sentence and replaces it by "soluble in 3.5 parts of alcohol (90 per cent.); miscible with dehydrated alcohol." The optical activity of this oil is provided for.

OLEUM SESAMI.—No requirement is made for the optical activity of this oil.

OLEUM THEOBROMATIS.—The saponification value of this fat, which is identical with that given in the 1914 edition, is not sufficiently wide. It is given as 188 to 195, whereas it should be up to 198, a figure often given by pure commercial samples. The monograph does not attempt to safeguard against certain adulterants, such as illipe butter. A limit for unsaponifiable matter should have been included here.

ADEPS.—The following identity test is given:—"Dissolve in a test tube 5 grams in 20 millilitres of ether, close the tube, and set aside for about eighteen hours at 20°; crystals are deposited; mount them in ether, alcohol (95 per cent.), or a fixed oil, and examine under a microscope having a magnifying power of about 200 diameters; the crystals have the form of flat rhomboidal plates, cut off obliquely at one end and grouped irregularly." The carrying out of this test requires more manipulative skill than is conveyed to the operator by this description. Much genuine lard melts at a higher temperature than 41°, the maximum limit given in the present edition. It is difficult to understand why no specific gravity values for this fat have been included. The limits for this physical character are well defined, and should have been included. The iodine value, 52 to 66, is too wide, it would have been better to give this as 56 to 66.

ADEPS LANÆ.—The method of saponification, boiling for two hours with alcoholic potassium hydroxide, gives a comparative figure, but saponification is not complete. Either very long boiling with a strong solution of potassium hydroxide, or, better still, saponification by means of alkaline ethylate, is necessary to ensure complete saponification of this material. The amount of so-called unsaponifiable matter—including the insoluble alcohols—might have been introduced with advantage.

The Art of Shopfitting

A New Pharmacy at Epsom Downs

AN extremely attractive and neat appearance is the first impression given by The Tudor Pharmacy, 11 Firtree Avenue, Epsom Downs, recently opened by Mr. O. Morrey, chemist and druggist. The shop front is (as the name implies) of the Tudor type, with small latticed panes, the wood framing being of oak. To equip an interior and window enclosures to harmonise was a task requiring some imagination and experience, since it was desired to retain the mediæval appearance in a modern and growing suburb, and yet, at the same time, retain some link so that the entry into the shop itself did not prove a disagreeable shock to the customer.

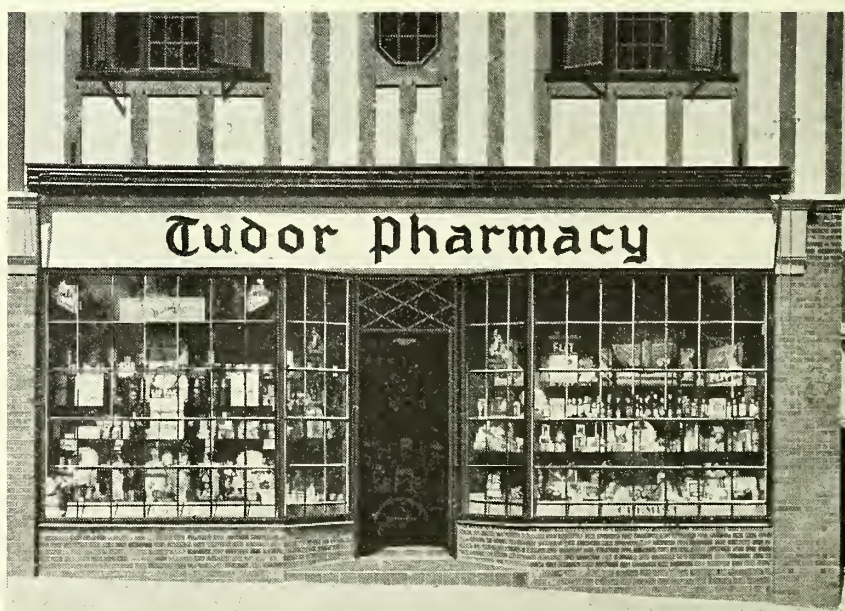
Modern Fittings

This task has been extraordinarily well carried out by the shopfitters entrusted with the work, Philip Josephs & Sons, Ltd., St. John Street, Clerkenwell, London, E.C.1, who successfully collaborated with Mr. Morrey's own views, so that the final result leaves nothing to be desired. In the preliminary discussions it was decided that, owing to the somewhat heavy outside and the comparatively small panes of glass, the interior of the windows and the shop would incline to be dark, and, therefore, some contrast was needed to neutralise this effect. The colour and material of the enclosures and fittings was consequently chosen in a light natural (as apart from yellow) oak. The window bottoms are of parquetry with sloping risers, while the two wall ends are panelled with plain oak, it being thought that the customary mirrors would scarcely be in keeping with the outside scheme, while these, apart from the economy, give an elegant and somewhat dignified setting to the window display. The actual shelving is the old-fashioned runs of shaped fronted glass on standard bars and adjustable brackets, since the pedestal and single shelf would be inclined to be hidden from certain angles by the lead-work in the front panes. It will thus be gathered that the transition process has been engendered already and that the prospective customer's mind has been unwittingly prepared for the modern interior. The actual inside fittings are, as the accompanying photographs show, of the most modern type. Around the walls are the usual drug and stock fittings, and Mr. Morrey has retained a number of recess labelled shop rounds and labelled drug drawers. The general layout has been to have the serving counters and drug fitting opposite the shop door instead of down one side. In this case it is ideal, since it not only obviates "bunching" at one end of the counter, but also forms the chief attraction on entering, as well as

gaining the maximum amount of natural light. The serving counter itself is a happy combination of handiness and appearance. The two side portions are of the ordinary glass fronted type with nests of counter drawers behind, while the centre is of the all-glass kind, fitted with a glass shelf. Mr. Morrey's abilities as a display expert are well known in his locality, he having won several competitions and prizes, but the writer has yet to see this useful section of fitting better dressed. The goods therein unfailingly draw the customer and are an object lesson to the many who use such cases simply as a store cupboard, with corresponding results.

The Dispensing Screen

The dispensing screen is of the most modern type, as previously described in these pages. The top portion is of clear plate glass, thus enabling the dispenser to see a customer entering, which, since this is at present a one-man shop, is an asset which would be appreciated by many. The actual compounding counter is about a foot below the bottom of this, and is thus hidden from the public eye, while the whole is well set off by the neat pediment in a frame above. Messrs. Philip Josephs call this their Ideal type, and the writer agrees that it fully lives up to its name. On the left is an ordinary glass-fronted counter with drawers behind, but with an especially wide top eminently suited for wrapping. The whole thus forms an easy-to-run pharmacy and is of handsome appearance. It will be noted that there are, as yet, no wall showcases, but there is ample space for one or more should developments render them necessary. This last is one of the arts of shopfitting—to instal at first no more than is absolutely necessary, but to leave room for expansion; to blend harmoniously according to local surroundings, and finally to co-operate accessibility with display.—*Ubique* (28/7).



THE ATTRACTIVE EXTERIOR



VIEWS OF THE INTERIOR SHOWING THE MODERN TYPE FITTINGS AT TUDOR PHARMACY

Trade Notes

RASPBERRY VINEGAR, made from this season's fruit, is being offered by J. C. Arnfield & Sons, Ltd., manufacturing chemists, Princes Street, Stockport.

PIFCO, LTD., High Street, Manchester, who are specialists in lighting and heating, have issued a new edition of their illustrated catalogue of gas, oil, and electrical apparatus.

BURROUGHS WELLCOME & Co., Snow Hill Buildings, London, E.C.1, announce that their warehouses will be closed on August 31 for the purpose of stocktaking, and on that date only emergency orders can be executed.

PAINES & BYRNE, LTD., 31 Southampton Street, Fitzroy Square, London, W.1, have issued a new price list of their glandular preparations. A copy of this list with its notes and doses is a useful reference book for chemists.

DEHA NEEDLES.—Injecta (London), Ltd., Audrey House, Ely Place, London, E.C.1, in their advertisement in this issue make an announcement of particular interest to the wholesale houses dealing in surgical instruments.

GRIPS PASTILLES.—Lightbowns, Ltd., Accrington, give particulars elsewhere in this issue of a display stand they are supplying on certain orders for Grips pastilles. The distributors to the drug trade of this well-known remedy are Thomas Christy & Co., Old Swan Lane, London, E.C.

THE HOFFMANN-LA ROCHE CHEMICAL WORKS, LTD., 51 Bowes Road, London, N.13, are sending to the medical profession literature relating to Ovobrol (a preparation of particular interest to gynaecologists and nerve specialists) and Prostigmin (an intestinal peristaltic stimulant for use by subcutaneous, intramuscular or intravenous injection).

CREAM OF MAGNESIA.—Potter & Clarke, Ltd., 60 Artillery Lane, London, E.1, are offering Winged Lion brand cream of magnesia in bulk or packed in 4-oz. and 6-oz. bottles. The preparation itself—of a pure white, creamy consistence and tasteless—is of pharmaceutical elegance and is attractively packed in dark blue wide-mouth bottles with aluminium screw caps. The label is printed in red and black on white. Some effective showcards are available.

VIGGORMALT.—Viggormalt, Ltd., Davigdor Road, Hove, Sussex, have sent us copies of the correspond-

ence which they have had with the Commissioners of Customs and Excise in regard to Viggormalt. This preparation is, and will continue to be, sold "for making beer," as its sale does not contravene any regulations. It will be seen elsewhere in this issue (p. 233) that a revised notice respecting preparations of this nature has been issued by the authorities.

LIQUORICE STICKS.—Macandrews & Forbes, Ltd., Bush House, Aldwych, London, W.C.2, inform us that the 2-oz. divisible Apollo liquorice sticks, which can be broken into 1-oz. with a clean straight fracture when required, have been welcomed by chemists all over the country. The quality and appearance of the new season's manufacture is, if anything, above the high standard of previous years, and chemists who have not yet stocked Apollo stick juice should write the suppliers for a sample and particulars.

CHEMICAL STANDARDS.—The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, have just issued a second edition of "The B.D.H. Book of A.R. standards." Six years have elapsed since publication of the first edition of the book, and during this period important advances in analytical practice have been made, and new and delicate tests have been devised. Many of the B.D.H. specifications have been made more stringent, others have been more accurately defined, and in the new and revised edition now being issued, it has been felt desirable to include an even wider range of chemicals to which the term "A.R." can be applied. The book is published at 2s. 6d., plus 6d. postage.

THE ceremonies which are to take place this week at Buckfast Abbey, Devon, have focused the attention of the public on the prodigious undertaking which the monks have completed in twenty-five years. Building is, however, only one of the many tasks successfully pursued by the community, though fortunately all their work is not so arduous as that just concluded. Chemists in particular will recall that there is on the market a series of Buckfast remedies prepared by the Benedictine inhabitants of the Abbey. The most notable of these proprietaries is Buckfast tonic wine. The ingredients in this remedy are a secret, but the monks state that the basis is a Spanish wine; it is medicated with extract of herbs and minerals; but contains no meat or malt and no added sugar. A little over thirty years ago the monks set themselves the task of producing a medicinal wine that should be of superior quality and outstanding tonic value. Careful experiment, which also involved much patient research work, led finally to the discovery and perfecting of the special process that is now employed by them in the production of their Buckfast tonic wine. The result is a medicinal wine of excellent quality, pleasing to the palate, yet of singularly marked efficacy as a health restorative and nerve tonic.



THE illustrations above are of show stands recently prepared by H. Bronnley & Co., Ltd., Acton Vale, London, W, for three of their regularly advertised products.

Births

Notices for insertion in this column must be properly authenticated.

ROWSSELL.—At Hutton Nursing Home, Pampisford Road, South Croydon, Surrey, on August 18, Kathleen, the wife of Frank A. Rowsell (Dubuis & Rowsell, Ltd., essences distillers, Elmwood Road, Croydon), of a son.

Marriages

BATES—SAVAGE.—At Boscombe Wesleyan Church, Bournemouth, on August 17, by the Rev. J. Mackay, George Eric Bates to Marjorie, youngest daughter of Mr. J. W. Savage, Bournemouth.

GEORGE—MACLEAN.—At St. Cuthbert's Church, Saltcoats, on August 17, by the Rev. D. D. Rees, assisted by the Rev. John Donald MacLean, brother of the bride, Gilbert Madeley, eldest son of Mr. Ernest J. George, Walsall, to Jane Preston Miller, elder daughter of the late Mr. James MacLean, Saltcoats.

JONES—PEGLER.—Recently, Spencer David Jones, chemist and druggist, Gorseinon, Swansea, to Audrey T. Pegler.

LLOYD—TICKLE.—At St. James's Church, Exeter, on August 17, Rees Vernon Lloyd, B.Pharm., Ph.C., head of the Pharmacy Department of Cardiff Technical College, to Catherine Tickle, chemist and druggist, elder daughter of Mr. Thomas Tickle, B.Sc., Ph.C., Exeter.

RILEY—WALKER.—At Our Lady's Church, Formby, on August 17, Edward Riley, chemist and druggist, to May Kathleen Walker, chemist and druggist.

Deaths

DEL MAR.—On August 18, Enrico Del Mar, of Florence, Italy (late of Cairo, Egypt), aged sixty-four.

EWING.—At Derreen, Murrayfield, Edinburgh, on August 22, Mr. James Laidlaw Ewing, LL.D., J.P., chemist and druggist, senior partner of Duncan, Flockhart & Co., manufacturing chemists, 104-108 Holyrood Road, aged seventy-nine. Dr. Ewing began his career in the pharmacy of his father, Mr. James Ewing, Dumfries, and extended his experience in the retail business then carried on by Duncan, Flockhart & Co. at 52 North Bridge, Edinburgh. Before he was twenty-one years of age he passed the Qualifying examination and was admitted to partnership in the firm. Eventually Messrs. Duncan, Flockhart & Co. disposed of their retail connection and devoted themselves to the manufacture of pharmaceutical products, and Dr. Ewing became the senior partner. An illustrated description of the various activities of this well-known house appeared in THE CHEMIST AND DRUGGIST Special Issue of June 25 last. Early in the 'nineties Mr. Ewing (as he then was) joined the Executive of the North British Branch of the Pharmaceutical Society; he was elected chairman, and remained in office till 1899. He gave much thought to the improvement of the Society's house at York Place, and at the request of the late Michael Carteighe, then president of the Society, accepted the position of chairman of the Scottish Board of Examiners for a period of four years. In 1912 he was chairman of the local Executive Committee at the Edinburgh meeting of the British Pharmaceutical Conference. His completion of fifty years' connection with his firm was celebrated in 1920 by the presentation of a silver-mounted casket and a vellum scroll. Dr. Ewing was widely known in various circles in Edinburgh. He became a member of the Merchant Company in 1892, served as treasurer in

1906-08, and then held office as Master for three years—an honour rarely conferred. He was an office-bearer at St. Cuthbert's Church, a director of the Scottish Provident Institution and a member of other public bodies. In his leisure Dr. Ewing visited several parts of the world, and from time to time delivered illustrated lectures on many subjects. The University of Edinburgh conferred on him the honorary degree of Doctor of Laws in 1914.

GREGG.—At Birkenhead, suddenly, Mr. Hugh Gregg, for twelve years assistant with G. T. W. Newsholme, Ltd., chemists, 27 High Street, Sheffield, aged forty-four.

HOWARD.—At Hove, on August 11, Mr. George William Howard, Ph.C., aged seventy-four.

KERRUISH.—At 22 Prospect Terrace, Douglas, Isle of Man, on August 17, Mr. Henry Kerruish, chemist and druggist, aged sixty-two. Mr. Kerruish purchased his business from Mr. Ferguson about forty years ago. His son, Mr. C. H. Kerruish, chemist and druggist, has been associated with him in the pharmacy.

PEARCE.—At Shepway Lodge, Walmer, on August 24, Sir William Pearce, J.P., aged seventy-nine. Sir William Pearce was a director of William Pearce & Sons, Ltd., and of Spencer Chapman & Messel, Ltd., manufacturing chemists, London, E. He represented Limehouse in Parliament from 1906 to 1922, and was a member of the London County Council from 1892 to 1901. His knighthood was conferred in 1915.

Personalities

MR. F. S. MARSDEN, Ph.C., Moseley, is one of the competitors in the tournaments at the British Chess Federation Congress now being held in London.

THE exhibitors in the chemical section of the British Industries Fair have unanimously renominated Mr. W. J. U. Woolcock, C.B.E., Ph.C., and Mr. J. Davidson Pratt as their representatives on the Advisory Committee.

MR. F. A. STROOKE, Ph.C., Harwich, has presented to the East Suffolk and Ipswich Hospital, Ipswich, a small manuscript book, written in Latin, entitled "Pharmacopœa Valetudinarii Gippovicensis" (Gyp-peswyk is the ancient name for Ipswich). It contains a list of the medical staff, and has been identified by that as the pharmacopœia used by the Ipswich Public Dispensary. The book is dated 1814, and the Dispensary was founded in 1797, continuing its work until 1836, when it is said to have been attached to the Hospital.

Wills

MR. WILLIAM HIGHLEY, St. Albans Street, Rochdale, retired pharmacist, who died on June 18, aged eighty-five, left estate of the gross value of £4,401 19s.

MR. CHARLES HENRY WELLS, chemist and druggist, Warrington, Lancs, governing director of J. Rymer Young, Ltd., chemists, who died on June 22, left £2,699, with net personality £2,525.

MR. WALTER HILLS, Westbury, Ryde, Isle of Wight, and of John Bell, Hills & Lucas, Ltd., manufacturing chemists, Tower Bridge Road, London, S.E., an ex-president of the Pharmaceutical Society of Great Britain, died on July 25, leaving property of the value of £37,648 3s. 3d., with net personality £37,329 3s. 11d. The testator gives all his ordinary shares in his firm to his son James Stuart Hills, £500 to his wife, £2,000 to his daughter-in-law Mary Hills, £100 each to Edward W. Lucas, Stewart Coles and Arthur Henry Hughes, £200 to the Pharmaceutical Society's Benevolent Fund, and the residue of the property in trust for his wife for life.

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E/248. Gladwig (for after	E/248. Sylestine cream
shaving)	A/248. Vidontal dragees

THE CHEMIST AND DRUGGIST

VOL. CXVII AUGUST 27, 1932 NO. 2742

Official Interpretation of Statutes

IN a review of the Finance Act of this year in *THE CHEMIST AND DRUGGIST* of July 16 (p. 65), comment was made on the fact that almost contemporaneously with the coming into force of the Act there was issued a circular by a Government Department which purported to explain what two of the sections (11 and 12) really meant. This would strike most people as laudable enterprise; and had the treatment of the subject justified itself, the innovation might not only be tolerated but even welcomed. The language of Acts of Parliament rarely strikes the lay mind as distinguished by its clarity, and in the case of Finance Acts in particular this obscurity sometimes impresses itself on even the trained legal mind. We found it necessary, however, to point out at the time that this well-meant effort on the part of the Customs and Excise Department in issuing a circular was certain to create some difficulties, whatever it might do towards removing others. And so, unfortunately, the sequel proved. Section 12 of the Act makes it an offence in any person "for the purpose of selling any substance" to describe the substance by any name or words calculated to indicate that the substance is, or is a substitute for, or bears any resemblance to, ale, beer, porter, stout or any description of such liquors; or to sell, offer for sale, or have in his possession for the purpose of sale any substance which is so described, unless beer duty has been paid on the whole of the substance. The official translation of this given in the circular was that it prohibited the description of "any substance [i.e., not merely a liquor, but also, e.g., brewing materials in packets] by any name or words calculated to indicate that the substance is, or is a substitute for, or resembles, ale, beer, porter, or stout, unless beer duty has been paid on the whole of the substance."

The Results of an Interpretation

The results of the application in practice of such an interpretation could not have been before the minds of those responsible for it, any more, it may be said, than the sections of the Inland Revenue Act, 1880, under which duty is charged on beer and indirectly on brewing materials can have been before the mind of the draftsman when he framed Section 12 of the Act. The result of the issue of the circular has been grave dissatisfaction among a large body of traders whose processes and methods of trading could not be reconciled with this reading of the new law. It had apparently escaped official notice that it touched the business of many firms engaged in the manufacture and sale of malt, hops and other products not necessarily sold as beer or as substitutes for beer. The desire to remove this

grievance has now led to the issue of a revised edition of the original circular (printed on p. 221 of our present issue), the outcome of the examination by the Commissioners of labels, advertisements and other descriptions of articles submitted to them for opinion as to whether these offended the statute. What alleviation of the trouble the new circular will bring it is impossible to say, but many will accept it as a well-meant effort to retire from a path upon which it was surely no part of the office of a Government Department to enter. A frank withdrawal of the original circular would seem to be the course naturally called for in the circumstances.

The Intention of the Finance Act

We understand that in passing the Act, Parliament contemplated giving some measure of relief to the brewing industry, upon which so excessive a beer tax is now levied. With such a policy it is impossible not to sympathise, for the ultimate incidence of the beer duty is upon manual workers to whom beer is a recognised part of their ordinary diet. It is a pity that the object intended should be marred by what seems merely a disregard of or inacquaintance with the well-recognised rule of interpretation of Acts of Parliament. "The proper course is in the first instance to examine the statute and to ask what is its natural meaning uninfluenced by any considerations derived from the previous state of the law, and not to start with inquiring how the law previously stood, and then, assuming that it was probably intended to leave it unaltered, to see if the words of the enactment will bear an interpretation in conformity with this view."

Delayed Payments

THE thoughtful article by "Manufacturer" on p. 226 of this issue, and the correspondence started by "Merchant" in our issue of August 20 and continued in our Correspondence section this week, give clear expression to the injury to business, wholesale and retail, caused by allowing indefinitely extended credit on inadequate grounds—an injury rendered more obvious by the recently introduced method of collecting income tax. The patriotic satisfaction with which the commercial world has observed the success of the Commissioners of Income Tax in obtaining vast sums of money from taxpayers has been considerably tempered, in many cases, by the reflection that bills were remaining unpaid in consequence of the "drive." The three suggestions offered by "Manufacturer" for mitigating the evil of long credit will repay scrutiny and analysis. We remember the introduction by one retail firm, in the days when the largest of the London stores were the chief competitor of the retailer, of a system of deposit accounts that worked well, customers who were keen buyers being quite willing to order locally on the same terms and conditions as at the stores. For customers who preferred to continue their existing accounts there was available a discount for payment of each monthly or quarterly account within a specified time. At that date the Proprietary Articles Trade Association had not established its position; to-day, as "Manufacturer" remarks, protected goods must be separated from a discount scheme. This, however, is not an insuperable difficulty to modern book-keeping. Whatever system is adopted, there should be some manageable relation between the credit taken and the credit given: otherwise the outcome can only be confusion.

The Supply of Physic

An Historical Note

By William Kirkby, M.Sc., Ph.C.

FOR upwards of two hundred and fifty years there has been competition as to who were the people to whom the public should look for their supply of drugs. Throughout that time physicians, apothecaries, chemists and others have contended for the right to be the purveyors of physic. The first Act of Parliament providing for the regulation of the practice of physic and surgery was passed in 1511; by means of this enactment all who exercised the arts of medicine, surgery and pharmacy in the City of London and within seven miles of it were incorporated in one body. The assistants to the physicians were called apothecaries; but the name was not a new one; it had been in use in England since the twelfth century as a designation for those who sold drugs and allied commodities. Seven years after this Act came into force, that is in 1518, the College of Physicians was founded, and about twenty years later this body was entrusted with powers giving its officers authority to control the quality of the drugs sold by the apothecaries of London. Previously the apothecaries had been associated with the pepperers and grocers and had been freemen of the Grocers' Guild; but the new regulations brought them under the oversight of the physicians, and their connection with the supply of medicines became in a way more intimate and certainly a little more irksome. They had become recognised dispensers of medicine. In the natural order of things they became dissatisfied with the association with the spicers and grocers, and petitioned for a charter for a guild of their own, which was granted to them in 1617 as the Worshipful Society of Apothecaries of London.

Friction between Physicians and Apothecaries

The ostensible functions of the apothecaries were the selling of drugs, the manufacture of medicinal preparations and the dispensing of the physicians' "bills" (prescriptions). Before the middle of the century the freemen of the new company were embarking upon the treatment of the sick, and they called down upon themselves in the course of a few years the wrath of the physicians. This was especially the case after the Great Plague, during which the services of those apothecaries who braved the terror were in great demand, a demand made the more urgent by the exodus of the physicians with the exception of an honoured few like Nathaniel Hodges and Peter Barwick. The apothecaries at that time had become an influential body and the many individuals must have become prosperous, as appears from the jealousy and annoyance of the College of Physicians. In the last quarter of that century arose a quarrel begotten of a state of affairs thought by the College to be intolerable to an extent justifying vigorous action. The "Dispensarian Quarrel" needs not to be recapitulated here; but it caused the writing of tracts and books from which may be obtained a view of the conditions wherein the sick were provided with physic, as well as an understanding of the beginnings of professional pharmacy.

A Pungent Pamphlet

The offences charged by the medical men against the apothecaries must have had a severe effect upon either the purses or the self-esteem, perhaps upon both, for the aggrieved ones to display their anger so forcefully. One of the earliest manifestations of the coming conflict was a tract written by Dr. Christopher Merrett, who was a Fellow of the College of Physicians and a Fellow of the Royal Society. At the College of Physicians he was Librarian and Keeper of the Museum; to these offices he was nominated by William Harvey. Merrett was a man of much importance and of great scientific ability.

Samuel Pepys was in his company on several occasions, and the diarist records his interest in the conversations to which he listened. When on a visit to the College of Physicians John Evelyn was indebted to Merrett for showing him the "Library, the theater for anatomie and divers natural curiosities" and other matters of interest. Merrett's pamphlet is called "A Short View of the Frauds and Abuses committed by Apothecaries As well in Relation to Patients as Physicians and of the only Remedy thereof by Physicians making their own Medicines"; it was published in 1669 and a second edition was printed in the following year. The writer plunges into the fray in a manner quite characteristic of his turbulent spirit:—

"Doubtless," he says, "it will seem strange to most men that after 30 years not unsuccessful practice in this great City I should now at last forbear sending my Bills to the Apothecaries, knowing that hereby a whole Company of men interested in the World (who by their number, noise and tricks may be able to decry any Physician) will become my implacable adversaries and by their private whispers of untrue tales will endeavour to their utmost, either to keep me from any new, or shuffle me out of my fixt employment."

Charges Against Apothecaries

He did not foresee that he himself and those on behalf of whom he took up the pen were the means of his being "shuffled out of his fixt employment"—but this is another story. It would not be easy to meet with a more thorough-going indictment of any body of men. He wishes the reader to note that the charges "are not meant of every single one, but of some, or more of them and may in a short time in all probability be verified of them all." Each apothecary must be whipped because, like the little boy, if he has not been in mischief he soon will be. So that there may be no mitigation of specified charges or of selected individuals he states that "before I descend to particulars, I shall first lay down this Proposition, their own confession, and in their own Language, viz., *That they may be the veriest Knaves in England.*" Because, it is admitted that it is in their power to use bad ingredients, put more or less in the compositions, without any discovery by the patient, therefore, he says "it clearly follows that whatsoever deceit covetous wits can invent may at least be suspected to be used by them, and whatsoever is here alleged may find easier belief." A preamble of this kind was certain to arouse a smart reaction in the minds of the accused, and was not well calculated to gain the approval of unprejudiced people. The whole of this production is couched in similar terms. His envy was equally as intense as his uncharitableness, for he says "most men must wonder that this Corporation [the Society of Apothecaries], being of but a few years standing, and to the setting up of whose Trade so small a Stock is necessary, should live so high, spend so freely, gain so great Estates, by their return of so little money yearly, which how 'tis done every man may conceive to be effected by the following Artifices." With much detail Merrett enumerates the diverse ways in which the vile and malevolent apothecaries sophisticate the medicines they supply; adulteration, substitution and the use of unsound drugs are generally practised. It is expected, he protests, that this kind of thing would prevail; for have not "the Laws of England in all their Acts of Parliament granted the practice of Physic to Physicians and them alone, and in no clause thereof put in any restraint at all upon them. . . . Whereas on the contrary, the Law supposeth cheats in the Apothecaries' Shops, and therefore impowers our Censors to destroy and burn what they find bad and corrupt." The

seventy odd pages of Merrett's virulent effusion are a revelation of the bitterness felt by the physicians against the apothecaries.

For about forty years this antagonism continued. The fight was, in the end, brought to a tangible issue over the question as to whether the apothecaries were robbing the sick poor. The College of Physicians proposed to put the matter to the test by providing supplies of medicines for such folk at dispensaries of their own establishing. Throughout the controversy the cost of physic was a prime consideration. Merrett had much to say about it. Without referring to his remarks about exorbitant prices, it may be as well to look into another tract published thirty years later. It is not so well known and two anonymous persons were responsible for it. Merrett had an axe to grind; he was an official of the College with a desire for notoriety. The second brochure is called:—"The Present State of Physick and Surgery in London with an Estimate of the Prizes of all the Medicines now in use in a Letter from a Merchant in London to a Dispensary Physician with the Physician's Answer. London 1701." Unlike Merrett's screed and the books written shortly afterwards by Robert Pitt* its title page seems to promise an unbiased review of the situation. The first paragraph of the preface annuls any hope of that kind, because the anonymous merchant says that he undertook the paper because of information he had received at an evening meeting at the College when advice was given to a large "Confluence of Patients," and he was made acquainted with the reasons why the "Dispensarian" Fellows of the College had established the dispensaries. In 1687 the College agreed to recommend the Fellows, Candidates and Licentiates to give their neighbouring sick poor advice gratis; but this did not prove satisfactory, because it was said the apothecaries still charged so much for the medicine that the prescriptions were frequently thrown away. The physicians, or rather upwards of forty of them, subscribed £10 each in 1696, to found three dispensaries where the prescriptions could be compounded at cost price. Not all the physicians of the metropolis concurred in this proceeding, consequently the apothecaries managed to "play off" the anti-dispensarians (whom they recommended to their patrons) against the dispensarians who were thus deprived of the services of their "jackals."

Costly Medicines and Others

Merrett's pamphlet preceded the fight; and this one offers a review of affairs after the issue was joined over the provision of the physic. The "estimate of the Prizes" supplied by the physician's answer to the mer-

* "The Frauds and Villanies of Physic." 1702.

"The Crafts and Frauds of Physic Exposed." 1702.

chant's letter is an effective presentation of the objections raised against the excessive charges of the apothecaries. It is not any less so because it is generally free from vituperation. The writer first insists on the uselessness of most of the very expensive articles such as gold, precious stones, pearls, bezoar, musk and ambergris; most of these were at that time ingredients of official remedies. He then proceeds to point out how many useful drugs are products of our own countryside, and specifies the low cost of most of the popular and efficacious compositions. Of the conserves the "Ante-pileptick or Cardiac in the Dose are of the price of a Farthing or two." Even the famous Gascon powder (without bezoar) is only threepence or fourpence a dose; and "the great Cordial, the Treacle, made of Sixty, most foreign Drugs, does not claim a penny every time you use it." And so he proceeds until he reaches his last point, namely, the practice which survived into my time, of sending out separate boluses and draughts and charging for them singly. The pages of THE CHEMIST AND DRUGGIST have from time to time given examples of the remarkable quantities of physic supplied daily to people of only moderate means during the seventeenth and eighteenth centuries. The writer demonstrates "that in sickness no constitution can bear the use of more than 2 or 3 Shillings value in a Day." . . . "Where's then the Mystery of raising the Bill to one, two, three or four Pounds each day of its continuance? By a new invented or much improved Artifice of raising the part equal to the whole, and sending in the *Apozeme* or *Julep* divided into little parcels which your Family would as well bottle out into smaller glasses, at the rate of the whole Mixture." It is implied that the apothecary was responsible for this ingenious invention of charging per dose. On the next page is the downright assertion that if a bolus and a julep are required—"The honest Physician" mixes them together. The practice of the individual dose was a very general one, and certainly was not abolished by this quarrel, not even among the physicians, who, the author says, "lay under no temptations to impose on the publick."

This contest over the price of drugs and their supply did not cover the whole ground of the physician and apothecary dispute. The former were intent upon preventing the latter from exercising the powers of a medical practitioner, but they did not succeed; the apothecaries established by law their right to prescribe for, and visit, the sick. A glance at the history of the last two hundred years wherein has been accomplished the complete absorption of the apothecaries into a physicians' confraternity makes one think it not unreasonable that to-day the supply of the medicine should be wholly left to the pharmacists, whose struggle has been a long one, but one in which they have maintained their self-respect and proved their ability to serve the public well and faithfully.

Apprenticeship in the 'Nineties

By an "Old Hand"

IN the nineties of the past century it was my good fortune to be apprenticed to the late Mr. R. Thomson, of Elgin, whose name will ever be associated with the manufacture of cod-liver oil cream. Enveloped in a white apron, my first duties were sweeping floors and dusting shop rounds, and I had it early impressed upon my mind that even such ordinary duties must be carried out in a methodical and thorough manner. Next I was instructed how to fill ointment tins neatly. The dispensing of simple ointments on the slab, and the making of solutions, lotions, and gargles were later allotted to me; and as I progressed I was instructed in the more complicated arts of pill-making and silver-coating. I have never met anyone who could beat Mr. Thomson in the art of silvering pills. This art he learned from a fellow assistant, a Frenchman, while at Squire's in London. The

secret lay in coating the pills with a special varnish prior to rotating in the silver leaf; the brilliancy of the finished coating was superb. For weighing powders we used only hand balances, of which we had several sets, and it took some little time to master this art. The making of suppositories, pastilles and cachets was the next step in the pharmacy routine, and then I was shown how to spread plasters with a gas plaster iron. This was to me the most difficult dispensing operation; but as we had many plasters to make in those days, I eventually succeeded in winning the commendation of my employer.

The Preliminary Examination

I had now been a considerable time at pharmacy, in spare time studying for my "Prelim.," so I ventured to sit for my first examination in Inverness. It is of

interest that the late General Sir Hector McDonald was in his early days an apprentice on the ground floor of the building where the Pharmaceutical Preliminary examinations were held. Apprenticeship was for five years in those days, and wages began at 3s. a week with an increase of 1s. weekly for each successive year; here let me say I had the most generous of employers, and although I have given the details of the average weekly wages then ruling, I received numerous kindnesses in addition. These acts of kindness were conferred when least expected and always unobtrusively. Hours were from 8 a.m. to 8 p.m. (10 p.m. on Saturday); Sunday duty 10 to 11 a.m., 1 to 2 p.m., and 7.30 to 9 p.m. Sunday mornings were quiet with an occasional prescription, but we sold a lot of bulk perfumes—eau de Cologne and Jockey Club being prime favourites. These were bought by the "kirk" folk to stave off the inevitable sleep during a too lengthy sermon. My earliest acquaintance with THE CHEMIST AND DRUGGIST was made on those Sunday mornings, when the governor used to hand it to me with instructions to read it "well." This precept I have followed with considerable benefit and much pleasure throughout the intervening years. In contrast to the present we sold comparatively few packed drugs, but we did a very considerable business in the sale of bulk medicinal preparations.

Thomson's of Elgin was recognised as one of the finest dispensing businesses in the North of Scotland, and our dispensing was of the highest standing. Among our customers we numbered most of the *élite* of the county, including a duke; allied to this we had a great reputation among the working folk, to whom Mr. Thomson was not only an excellent pharmacist, but a guide, philosopher and friend. We had, I remember, a woman over ninety years of age who washed the floors and dusters. "Old Bell," as she was called, worshipped the ground on which he trod, and used to say in the doric: "The maister's no for this world, I can see the angel's wings growin' on him." We bought only the best of everything, and made everything in the best possible way, Mr. Thomson's motto being: "Whatsoever thy hand findeth to do, do it well." We did not do any photographic business, photography for the amateur being then in its infancy; but on the other hand we did a considerable trade in cigars and cigarettes. It was quite common for us to be asked for a box of fifty or a hundred cigars. We also sold many good-quality pipes and cigarette holders. We also sold snuff, and blended certain varieties for special customers. Snuffers were very fastidious, and it was hopeless to try passing off any blend but the one the customer was accustomed to. On one occasion I can remember we had run short of a particular blend when our customer for it arrived. He bore the name of a highland chief, and I think he imagined he was really the chief himself! We gave him the best we could, but he snuffed it and then began to swear and stamp his feet. What amazed and amused us was that his nasal organ could be so discriminating. Needless to say the governor was not present on this particular occasion, or the trick would not have been tried!

Tube dentifrices were not much in evidence in the nineties, but we made tooth-powders galore. Practically every doctor and dentist had his pet formula, and all differed in varying degrees. Our usual staff consisted of the governor, an assistant, two or three apprentices, and two or three messengers. The messengers carried leather shoulder bags for the delivery of medicines; thus the packages were always delivered clean and neat. We supplied considerable quantities of aerated waters to the various clubs and social functions. Calcinol (calcium iodate) was first made in our premises. The idea was that of Dr. W. Mackie, a local medical practitioner and an eminent scientist, who became examiner in geology at Aberdeen University. The actual experiments were carried out by Mr. W. A. J. Cameron, chemist and druggist (now of South Africa), who was then acting as assistant. Mr. Cameron became in due course secretary to the Transvaal Medical Council. A former apprentice of Mr. Thomson's, Mr. Alex. MacDonald, who also emigrated to South Africa, became president of the Pharmaceutical Society of South Africa.

Local Prescribing

The doctors, of whom there were about a dozen in the town, as well as several in the county, were all visitors to our pharmacy. In these days cars were unknown, and all the visiting, wet or fair, storm or sunshine, was done by horse and gig. We had a desk on which reposed the B.P., Squire, Martindale and other reference books. Here the doctors wrote many of their prescriptions, referring when necessary to the books at hand. Prescribing was good and the B.P. was not often departed from. Prescriptions were dispensed by the assistant and apprentices, except that the governor wrote all the labels. He used to tell us that while with Squire he was delegated to write all the labels for Queen Victoria. No pharmacy is complete without its humorous side, and, of course, we were in no way behind. One young porter we had joined the band of the Seaforth Highlanders V.B., and unknown to his employer smuggled an antiquated trombone into the basement; and while we were in the midst of a rush with customers there issued some of the weirdest sounds I ever heard. On investigation the culprit was found, and severely reprimanded. "Music hath charms to tame the savage breast," was his rejoinder! The same youth, in the governor's absence, was discovered helping himself to confectionery from a 4-lb. bottle. Then commenced an "assault at arms" between messenger and apprentices. The messenger was pursued by the assistant, wielding a huge ebony ruler; this, missing the hand that it sought, sent the jar and contents crashing on the floor. Just then the governor entered and "silence reigned."

Who is by coloured globes decoyed,
And thinks it pleasure unalloyed
To be behind them e'er employed?
The apprentice!

Who tries experiments galore
Which shake the shop from roof to floor;
Who smashes jars of olive oil
Until his master's blood doth boil?
The apprentice!

We never had idle time. There was always plenty of work, for willing hands, and, of course, the cod-liver oil cream filled up all otherwise spare time. The ebony ruler just mentioned was a relic of Gratton's (of Belfast) first premises, and was made from one of the stair rails. I can remember Mr. Thomson telling me of the "flitting" from the old to the new premises, and how all the assistants marched into the new shop on the opening day at 9 a.m. wearing top hats. Going back, the relations between doctors and chemists in the nineties were of the friendliest, and the doctor was always ready to consult the chemist in difficulties. One humorous incident comes to my mind. A local doctor had prescribed all known remedies for insomnia for a young lady, but all to no purpose. He came in desperation one day and said to the governor, "What am I to try now?" to which Mr. Thomson suggested ten-grain doses of sodii bicarb. The powders were duly prescribed, and the doctor (himself a wag) solemnly told the young lady of their powerful action, and that if they failed she must go to a nursing home. Whether auto-suggestion or the alkaline treatment was responsible I cannot say, but the lady slept soundly. The doctor's prestige was enhanced, and the chemist did not suffer loss.

Taking into account the cost of conducting business, the chemist of the nineties was much better paid for his services than his successor of to-day. Prices averaged:—

Mixtures: 2 oz., 1s. 2d.; 3 oz., 1s. 4d.; 4 oz., 1s. 6d.; 6 oz., 1s. 8d.; and 8 oz., 1s. 10d. to 2s.
Powders: 1 doz., 1s. 3d.; 2 doz., 2s. 3d.; and in cachets, 4 doz., extra.
Pills: 1 doz., 1s. Silvering, about 6d. per doz., extra.
Ointments: 9d. to 10d. per oz. and *pro rata*; covered pots extra.

These prices are taken from memory, but were the average for good-class customers. Many poorer customers got reduced prices according to their circumstances, and others because they were members of friendly societies. Being situated far from wholesale sources we necessarily bought heavily, and to me it was always a

delight to unpack and view the new goods, check the invoices and price the articles. One of my earliest recollections of research work was an endeavour we made to discover a remedy for rheumatism. It happened that an old man crippled with rheumatism had hobbled too near a beehive, accidentally toppled it and was stung unmercifully. He was put to bed in great agony, but in a few days had not only recovered from the attack of the bees but was completely cured of rheumatism. His doctor was so amazed that he applied to us to make a tincture of bees, but I really do not recollect whether he ever used it.

We made considerable quantities of varnish and french polish for local cabinet makers, and we made our own furniture polish, seidlitz powders, gazogene charges, etc. Patents were, of course, quite numerous, though there was nothing like the variety of to-day. Mr. Thomson was a staunch supporter of maintenance of fixed prices. We made many of our own tinctures and other galenicals, also exquisite lavender water and eau de Cologne, which we supplied to good families in different parts of the country. Returning empties was a big job on which we apprentices were never very keen. I have packed as many as a dozen hampers of empty bottles in one day when we had a regular clean up. Yet the packing of the empties was good training for the packing of the cod-liver oil cream, which we dispatched to wholesale houses in hampers. We packed in layers with straw, and many a hectic rush we had to be ready for the Highland Railway lorryman. He was a genial soul, and often gave us young fellows a hand

to finish the job. Altogether I consider the apprentice of the nineties, and earlier, was more efficiently trained in the foundations of the business of a chemist and druggist than the average apprentice of to-day.

The famous cod-liver oil cream, now made in a model factory by Mr. G. R. Thomson, was then prepared by the apprentices entirely by hand in mortars capable of holding a gallon. We had, of course, a separate place for making it. Many a time I and others have slogged at it from morning till late at night with old "togs" on and sleeves rolled up; many a blistered hand the pestle caused, but we made it with a will because we had a pride in our work, and realised that we were working for a true gentleman. The formula, so zealously guarded, was known, of course, to us, yet I never knew of any old apprentice who would divulge it. Cod-liver oil was bought in twenty-five gallon barrels, and our old friend the lorryman used to help to "hodge" it up for us on to a bench, where it was discharged into five gallon carboys already washed and dried. In winter time we had much difficulty in getting fresh eggs, and we often paid farmers more than the retail price so as to get them. Often, too, we had to search the countryside for them, a dozen here and a dozen there. Had poultry farming then been as it is to-day I have no doubt we would have had a farm. The memory of my apprenticeship days is exceedingly pleasant. My old friend has passed from his tasks to his "Great Reward." To me he was one of the best of friends. It was a privilege to be taught by him, and I shall ever cherish his memory.

The Egyptian Qualifying Examination

FOREIGN examinations in pharmacy are of interest if only from a comparative point of view, and the following report of the recent examination held in Cairo (Egypt) may interest others besides those who have so recently endured the conflict at "the Square." The report has reached me through a pharmacist attached to the Egyptian General Mission, who found that, in spite of his English qualification, it was necessary for him to take the further examination before practising there as a pharmacist. The examination, which is based on the French model, lasts for about ten days, one paper of about three hours being given each day. The subjects are dispensing, pharmaceutical chemistry, pharmacognosy, toxicology, bacteriology and hygiene. Written and oral as well as practical tests are given, the oral requiring written answers instead of *viva voce* as in this country. In dispensing, the three-hour written paper consisted of six questions, from which four were to be chosen. The first (which was compulsory) was as follows:—What are the legal formalities to be observed in issuing the following drugs in prescriptions:—Novocaine, pil. plumbi c. opio B.P., tr. strophanthi, heroin in specialties, pulv. ipecac. co. B.P. Other questions dealt with incompatibility; suppos. glyc. sap. and its advantages over suppos. glyc. B.P.; and ointments containing oxides and salts of metals (incorporated as oleates). The other two questions dealt with the preparation of extracts and juices and a sterile solution containing novocain and adrenalin.

THE PRACTICAL PAPER

comprised a short oral examination on colloids, kaolin and its uses, eye ointments, legal restrictions, etc., with some galenicals to identify and two prescriptions to criticise, in addition to four preparations, liniment, mixture, pessaries and pills. The questions in pharmaceutical chemistry were very similar to those of the chemist and druggist examination, but the practical work (for three hours) required rapid manipulation:—(1) Estimate Na_2CO_3 and Na_2SO_3 in the given mixture; (2) estimate iron phosphate in syr. fer. phosph.; (3) estimate purity of sod. arsen. anhyd.; (4) test sod. brom. for impurities. Questions in pharmacognosy required a knowledge of the chemical constitution of thymol, cocaine, atropine and ecgonine, and two questions of interest were as follows:—(1) Write fully how

you would verify chemically and microscopically the genuineness of a sample of tea. What are the main microscopical characters searched for to determine the age of the leaf? (2) How could you test minute quantities of the following chemical constituents and identify the powdered drugs containing them:—(a) Caffeine in coca seeds, (b) tartaric acid in tamarindus pulp, (c) arbutin in bearberry leaves, (d) anthraquinone derivatives in rhubarb, (e) benzoic acid in benzoin, (f) digitoxin in digitalis leaves. The four-hour practical paper included identification of whole and powdered drugs, sectioning (cotton root bark), and powder analysis, together with some oral work.

A two-hour "oral" paper was set in addition to a three-hour written paper in toxicology. The latter included (a) questions on the poisonous effects of lead, ergot and strychnine; (b) treatment of patients who have taken overdoses of insulin and alcohol; (c) the uses of codeine, quinine, caffeine and the poisonous glucosides. In the "oral" examination a large number of drugs (e.g., camphor, chloroform, sweet spirit of nitre) were required to be recognised, and the solubility, doses and uses of a number of substances (including thiolol, ouabain, plasmochin and stypticin) were asked, together with a question on the incompatibilities of calomel, lead acetate, strychnine, etc.

Finally there was a three-hour written paper and an oral examination in elementary bacteriology and hygiene, the questions including:—(1) Discuss the various causes of food poisoning; (2) methods of disinfecting various articles, including a kerba (water skin); (3) enumerate the gram negative cocci, and how would you proceed to establish the diagnosis in a suspected case of epidemic cerebro-spinal meningitis?; (4) discuss the biological character of *B. Anthrax*. How would you differentiate it from the closely allied organisms? Slides to identify included gonococcus, pneumococcus, *B. tuberculosis* and *B. Anthrax*, with questions (orally) on Malta fever, water and milk-borne diseases.

The examination was conducted throughout in a very orderly manner, and while a very high standard did not appear to be demanded, it cannot be gainsaid that, in the main, the questions are eminently practical in their bearing, candidates being at any rate presumed to have a very wide and general knowledge of things pharmaceutical.—A. R. G. C. (17/7).

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, August 25

THERE is no particular feature to comment upon this week. The general tone of the market is quiet. Small commodities tend to harden all round. In the pharmaceutical chemical market there is little change to report except that tartaric and citric acids and citrates are lower. In some cases the market in crude drugs is firmer. Antimony is dearer for shipment. Private business is passing in buchu at firm to rather dearer prices, and as new crop will not be available until about January, a further improvement seems likely. Cascara is firmer. Some consternation has been created in the market on account of the reported agreement at Ottawa with the Newfoundland Government as to the levying of a duty on all imported foreign cod-liver oils. Ipecacuanha is firmer, especially for shipment. Shellac is dearer on spot. Senega continues very firm. Beeswax is reported to be scarce on spot. In essential oils the market is quiet, and a moderate business is passing. Lemongrass is again firmer. Citronella, Java and Ceylon continue firm. American peppermint oil is again reported dearer for shipment.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	August 25	Value of the £
Amsterdam ..	Fl. to £	12.107	8.60	14/2½
Berlin ..	Mks. to £	20.43	14.55	14/2½
Brussels ..	Belga to £	35	24.92½	14/2½
Copenhagen ..	Kr. to £	18.159	18.77½	20/6
Lisbon ..	Esc. to £	110	110	20/0
Madrid ..	Ptas. to £	25.22½	43½	33/9½
Milan ..	Lire to £	92.46	67½	14/6
Montreal ..	Dol. to £	4.86½	3.92½	16/1½
New York ..	Dol. to £	4.86½	3.46½	14/2½
Oslo ..	Kr. to £	18.159	19½	22/0
Paris ..	Fr. to £	124.21	88½	14/2½
Prague ..	Kr. to £	164.25	117½	15/1½
Stockholm ..	Kr. to £	18.159	19.47½	21/5½
Warsaw ..	Zloty to £	43.38	31½	14/6
Zurich ..	Fr. to £	25.2215	17.80	14/1½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

THIS market remains quiet, with very little change to report. Home makers of citrates have reduced their prices. Home makers' quoted prices for tartaric and citric acids are lower.

ACETANILID is unchanged on a slow market: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb. as to quantity.

AMIDOL is a steady market, with small business moving: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

ASPIRIN.—Makers' and dealers' prices remain unchanged. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb., f.o.b.; less than one cwt., 2s. 9d. per lb., ex works.

BENZOIC ACID (B.P.).—About average business is being done, with the market steady: quantities, ex works, 1s. 10½d.; spot parcels, 1s. 11d. to 2s. per lb., ex store.

BROMIDES.—The market is steady, with moderate business passing. Ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; smaller quantities, 2s. 1d. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; smaller quantities, 1s. 10d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb. net, without engagement. Special prices for large quantities.

CHLORAL HYDRATE.—There is no change in makers' prices: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d. 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars, one penny per lb. extra.

CITRATES.—Home makers announce reduced prices as follows:—

	Under 4 lbs.	4 lbs. and under 7 lbs.	7 lbs. and under 14 lbs.	14 lbs. and under 28 lbs.
	s. d.	s. d.	s. d.	s. d.
Ferri et ammon. cit., B.P. (brown) ..	2 5	2 3	2 1	1 11
Potass. citras, B.P. ..	2 3	2 1	1 11	1 9
Sodii citras, B.P.C., 1911 ..	2 0	1 10	1 8	1 6
" " B.P.C., 1923 ..	2 4	2 2	2 0	1 10

28 lb., 3d. per lb. less. Special prices for quantity.

CITRIC ACID (B.P. CRYSTALS).—Home makers' quoted price is reduced to 11d. per lb., less 5 per cent. discount, nominal without engagement.

COCAINE.—Makers' prices for home trade are unchanged: hydrochloride, 25 oz., 20s. 11d.; 16 oz., 21s. 7d.; and less, 22s. 3d. per oz.; pure, 25 oz., 22s. 1d.; 16 oz., 22s. 8d.; less than 16 oz., 24s. 4d. per oz.; 1-oz. tins, 2½d. extra. Export prices vary according to destination.

CREAM OF TARTAR.—Home makers' price for 99 to 100 per cent. remains at last week's figure of 87s. per cwt., less 2½ per cent. discount, nominal and without engagement.

ETHER (METHYLATED).—Home makers' prices continue at former rates: s.g. 0.750, 1s. 1½d.; 0.755, 1s. 2d.; 0.750, 1s. 2d.; 0.725, 1s. 4d. per lb., in w-qts; 12 w-qts., halfpenny less, and packed in drums or carboys, 1d. less.

HYDROQUINONE.—Dealers' prices are unchanged: ten cwt., 4s. 8½d.; five cwt., 4s. 9½d.; two cwt., 4s. 10½d.; one cwt., 4s. 10¾d.; 56 lb., 4s. 11¾d.; 28 lb., 5s. 1¾d.; 14 lb., 5s. 3½d.; 7 lb., 5s. 5½d., carriage paid.

LACTIC ACID (B.P.).—Business is limited; market steady: quantities in carboys, 1s. 5½d. to 1s. 6d. per lb.; small lots in demijohns and winchesters, 1s. 7d. to 1s. 8½d. per lb., carriage paid.

MERCURIALS.—Makers' prices are as follows:—

	Under 112 lb.	Not less than 112 lb.
	Per lb. s. d.	Per lb. s. d.
Ammoniated lump, B.P. (white precip.)	4 10	4 9
" powder, B.P. ..	5 0	4 11
Bichloride lump, B.P. (corros. sub.) ..	4 1	4 0
" powder, B.P. ..	3 9	3 8
Chloride, B.P. (calomel) ..	4 10	4 9
Red oxide cryst., B.P. (red precip.) ..	5 11	5 10
" levig., B.P. ..	5 5	5 4
Yellow oxide, B.P. ..	5 3	5 2
Persulphate white, B.P.C. ..	5 0	4 11
Sulphide black (hyd. sulph. cum sulph. 50 per cent.) ..	4 11	4 10

Net without engagement. Special prices for larger quantities and for contracts deliverable during three months.

METHYL SALICYLATE (B.P.).—There is no change in makers' and dealers' prices: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; smaller quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices: two cwt., 19s. 6d.; one cwt., 20s.; 56 lb., 20s. 6d.; small parcels, 21s. 3d. per lb.

METOL.—The market remains steady: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb., in tins, bottles extra. Wholesale distributors' prices for smaller quantities at higher rates.

MOLYBDATES.—Makers' prices are steady: molybdic acid, 28 lb., 5s. 3d.; 7 lb., 5s. 6d.; smaller quantities, 5s. 9d. per lb.; ammonium molybdate, 28 lb., 5s.; 7 lb., 5s. 3d.; smaller quantities, 5s. 6d. per lb. net, packages extra. Special prices for contracts and bulk quantities.

PARAFORMALDEHYDE is quoted unchanged: 100 per cent. powder, quantities in kegs, 1s. 1¾d. to 1s. 2d.; smaller parcels up to 1s. 7d. per lb.

PHENACETIN.—The market is quiet. Dealers' prices: crystals, ten cwt., 5s. 6d.; five cwt., 5s. 7½d.; two cwt., 5s. 8d.; and less, 6s. 3d. per lb., with powder 2d. per lb. extra.

PHENAZONE.—Business is quiet. Dealers' prices: crystals, ten cwt., 9s. 9d.; five cwt., 9s. 11½d.; two cwt., 10s. 1½d.; and less, 10s. 5d. per lb., with powder 2d. per lb. extra.

POTASSIUM PERMANGANATE (B.P.) remains steady, with a fair business passing: quantities in drums, 8½d. to 9d.; druggists' parcels, 9½d. to 10d. per lb.

POTASSIUM SULPHOGUAIACOLATE.—Dealers are quoting 4s. 9d. to 5s. per lb., as to quantity.

PYROGALLIC ACID.—Makers' prices are unchanged: one cwt., 6s. 9d.; 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb., in 7-lb. tins.

QUININE SULPHATE.—There is no change in the Convention price of 2s. 4d. per oz., carriage paid on bulk quantities.

RESORCIN.—Dealers' prices are unchanged: crystals, one cwt., 4s. 6d.; 56 lb., 4s. 7d.; 28 lb., 4s. 8d.; 14 lb., 4s. 10d.; 7 lb., 5s.; less than 7 lb., 5s. 6d. per lb., with powder 3d. per lb. extra.

ROCHELLE SALTS.—Makers' prices are steady: powder, five cwt. and over, in one delivery, 82s. 6d.; less than five cwt., 85s.; less than one cwt., 87s. 6d. per cwt.; crystals, 2s. 6d. per cwt. extra. Pulv. seidlitz, five cwt. and over, in one delivery, 66s. 3d.; less than five cwt., 68s.; less than one cwt., 70s. per cwt. Double seidlitz, five cwt. and over, in one delivery, 73s. 3d.; less than five cwt., 75s. 6d.; less than one cwt., 77s. 6d. per cwt. Quoted without engagement; special prices for quantities and contracts.

SALICYLIC ACID (B.P.).—Makers' prices remain unchanged: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

SALOL.—Controlled prices remain unchanged: crystals, two cwt., 5s. 2½d.; one cwt., 5s. 4½d.; 56 lb., 5s. 6d.; smaller parcels, 5s. 7½d. per lb.; powder, 2d. per lb. extra.

STRYCHNINE.—Makers' prices are unchanged, the following prices operating:—

	Small quantities		16 oz.	35 oz.
	Per oz.		Per oz.	Per oz.
Pure, crystals ..	s. d.	s. d.	s. d.	s. d.
" powder ..	2 11	2 9½	2 9	2 9
Arsenate ..	2 10	2 8½	2 8	2 8
Bisulphate ..	2 10½	2 9	2 8½	2 8½
Hydrochloride ..	2 4½	2 3	2 2½	2 2½
Hypophosphite ..	2 7½	2 6	2 5½	2 5½
Nitrate ..	5 4	5 2½	5 2	5 2
Phosphate ..	2 5½	2 4	2 3½	2 3½
Sulphate ..	3 5	3 3½	3 3	3 3
	2 7	2 5½	2 5	2 5

350-oz. lots and 1,000-oz. lots at 2½d. and 3d. per oz. less than prices for small quantities, 25-oz. or one-kilo tins free, net, in 30 days, or less 1 per cent. for payment within ten days, carriage paid on 1,000-oz. lots.

SULPHONAL.—Dealers' prices: crystals, two cwt., 15s. 7d.; one cwt., 16s.; 56 lb., 16s. 3d.; small parcels, up to 17s. per lb.; powder, 2d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Home makers' prices are reduced to 11½d. per lb., less 5 per cent. discount, nominal and without engagement.

THYMOL.—The market remains dull: synthetic, fine white, one cwt., 5s. 10½d.; 56 lb., 6s.; 28 lb., 6s. 1½d.; 14 lb., 6s. 3d. per lb.; ex ajowan seed, one cwt., 7s. 6d.; 56 lb., 7s. 7½d.; 28 lb., 7s. 9d.; 14 lb., 8s. per lb.

VANILLIN meets with occasional business: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 18s. per lb. as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

AGAR-AGAR.—Spot, Kobe No. 1, 2s. 11d.; No. 2, 2s. 9d.; Yokohama No. 1, cheaper at 2s. 9d. per lb. Shipment: Kobe No. 1, a little easier at 2s.; No. 2, 1s. 8½d.; Yokohama No. 1, 1s. 9d. per lb., c.i.f.

ACONITE ROOT is quoted at about 60s. per cwt. for Japanese, spot. The market is steady.

ANTIMONY.—Chinese crude, spot, £16; shipment dearer, £14 5s. c.i.f.; Chinese oxide, spot, £27; shipment, £20 c.i.f.

BALSAMS.—*Tolu* is firm on spot at about 3s. 4d. *Canada* remains unchanged at 3s. 6d. to 3s. 9d. per lb.

BUCHU is steady and good green round leaves are still in limited supply: fair green round leaves, 1s. to 1s. 1d.;

off-colour, 10½d. to 11d. Ovals are still quoted at 8½d. to 9d. per lb., according to colour.

CAMPHOR.—Japanese, spot, slabs, 2s. 4½d.; tablets, 3s. per lb. Shipment is easier: slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 3½d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 3 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and ¼ oz., 3s. 6d. per lb.

CASCARA SAGRADA.—The market is firmer, with spot quoted at about 52s. 6d. per cwt. for 1931 peel; 1932 peel, 47s. 6d. per cwt. Shipment is considerably dearer: August-September, 41s. per cwt., c.i.f., for good bulk quantities. Stocks are reported to be small, and very little has been collected owing to unremunerative prices.

CHAMOMILES.—New crop arrivals are now ready; crop is described as normal, the recent fine weather favouring quality. Prices are steady at about 120s. per cwt.

CLOVES.—The market is quiet. Zanzibar, spot, 7½d.; shipment, August-October, 7d. c.i.f.; Madagascar, spot, 7½d. per lb.

The landings of Zanzibar in London during the week ended August 20 were *nil*, and the deliveries 245, leaving a stock of 1,334, against 704 in 1931. From January 1 to date landings of Zanzibar have been 4,401, against 1,482 in 1931, and the deliveries 5,504, against 1,797 in 1931. Landings of Madagascar for the week ended August 20 were *nil*, and the deliveries 21, leaving a stock of 1,476, against 1,233 in 1931. Landings of Madagascar this year to date have been 814, against 2,228 in 1931, and the deliveries 345, against 1,901 in 1931.

COCONUT (DESICCATED) is easier. Spot, fine, 22s. 9d.; medium, 22s. 6d.; shipment, halves, August-September, 21s. 3d. per cwt. c.i.f.

COD-LIVER OIL.—The reported agreement at Ottawa with the Newfoundland Government as to the levying of a duty of 1s. 4d. per gallon on all imported foreign cod-liver oil has created consternation in the market. It is felt in reliable quarters that strong representation on the subject will be made to the home Government by consumers in general, as the quantity of Newfoundland oil is far too inadequate to satisfy the home trade requirements, the bulk of the production being exported to the U.S.A. The market continues firm, and finest Norwegian steam-refined, non-freezing medicinal oil is 87s. 6d. per 25-gallon barrel, c.i.f. London. Spot is 100s. per barrel, ex wharf, London, duty paid.

ERGOT.—Spanish new crop is quoted at about 1s. 6d. per lb., c.i.f., for ton lots; Russian, 1s. 4½d. per lb., duty paid.

GELATIN.—Business remains moderate, with the market steady: spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 8½d.; thin leaf, 1s. 7½d. per lb., in cwt. cases.

GENTIAN continues in short supply at 45s. per cwt.

GUM ACACIA has shown slightly more interest, but without material alteration in price: spot, Kordofan cleaned sorts, 37s. 6d.; natural, 35s. 6d.; bleached, 77s. to 77s. 6d. per cwt. Shipment, Kordofan cleaned sorts, 31s. 6d.; natural, 29s. 6d. per cwt., c.i.f.

HENNA LEAVES.—Spot supplies of Egyptian are quoted at 25s.

HONEY remains unchanged, with former prices maintained.

IPECACUANHA.—The market is firmer, especially for shipment, and several orders that have recently been cabled to origin have been declined on account of the difficulty in obtaining supplies. On the spot, Matto Grosso is available at 4s. 9d. to 5s. per lb.

LYCOPIDIUM.—Treble-sifted Russian is quoted at about 3s. per kilo.

MANNA is quoted at 3s. 6d. per lb., in 1-lb. tins good bold flake.

MENTHOL.—The market is very quiet, with spot prices nominal: shipment, August-September, 9s. 6d.; October-December, 9s. 3d. per lb., c.i.f.

OPIUM.—The shipment market continues firm at the recent increase, being equivalent to 1s. 4d. per unit, landed and duty paid. New crop Macedonian, 225 cases; Turkish, 950 cases.

PEPPER.—The market is quiet. Lampong, spot, 6½d.; shipment, August-October, 5½d. c.i.f. Tellicherry, spot, 7d.; shipment, September-October, 66s. per cwt. c.i.f. Aleppy, spot, 6½d.; shipment, September-October, 62s. per cwt. c.i.f. White Muntok, spot, 7½d.; shipment, July-August, 6½d.; August-October, 6½d.; October-December, 6½d. per lb. c.i.f.

PIMENTO remains firm. Spot, 3½d.; shipment, September-October, 30s. per cwt. c.i.f.

RUBBER.—Values for all positions show a rise this week. Total U.K. stocks, 104,528 tons, against 136,473 tons a year ago. World stocks at June 30 totalled 583,391 tons, against 539,362 tons on June 30, 1931. Standard ribbed smoked sheet, sellers, on spot, 2½d.; August, 2½d.; September, 2½d.; October-December, 2½d.

SARSAPARILLA.—Grey Jamaica is quoted at about 1s. 10d. to 1s. 11d. per lb.; native, mixed colours, 1s. 1d. to 1s. 2d. per lb.

SEEDS.—**ANISE.**—Spanish, 51s.; Turkish, 33s. 6d.; and Russian, 35s. per cwt., spot. **CANARY.**—Spot, Mazagan, 14s. 6d.; Tangier, 14s.; Kenitra, 13s. 6d. **LANSEED.**—Spot, Mazagan, 13s.; Morocco, 12s.; re-cleaned Plate, 12s. 6d. **CORLANDER.**—Spot, 1929 crop, 16s.; wormy, 13s. 6d. to 14s. 6d.; new crop for shipment, 16s. c.i.f., quoted. **CUMIN.**—Morocco, spot, 32s. 6d.; 30s. c.i.f. quoted for shipment. **PENUGREEK.**—Morocco, 13s. spot, and forward 10s. 6d. c.i.f. **CARAWAY.**—Dutch, 31s. 9d. to 32s. spot, duty paid. **MUSTARD.**—English, 21s. to 32s. 6d. per cwt., according to quality.

SHELLAC is dearer on spot. Standard TN orange, 65s.; fine orange, 82s. 6d. to 150s.; pure button, 85s. per cwt. For delivery, TN, October, 57s.; December, 58s. For arrival, TN, sellers, September-October, 54s. per cwt. c.i.f.

SENEGA continues very firm, and the advance reported last week has been fully maintained. Shippers are holding firm for 2s. 1d. per lb., both for spot and c.i.f.

SENNA.—Alexandrian are showing slightly more interest, and during the past week sales are reported of finest hand-picked selected pods. Manufacturing pods continue to sell more freely at 4½d. to 5d. per lb., according to quality. Tinnevely: the position continues very firm and holders are not anxious to sell at present prices. Hand-picked pods are still offered sparingly, and sales are reported up to 7d. per lb., whilst leaves continue to meet with a steady demand, especially the better grades. The shipment position still remains unchanged and first-hand shippers are holding for higher prices.

WAX (VARIOUS).—These markets have been generally quiet, but quoted prices are about level on the week. **CARNAUBA**, fatty grey and chalky grey, is steady at 85s.; medium yellow, steady, 140s.; fine yellow, 145s. **CANDELLA** is lower at 75s. per cwt. **SPERMACEI**, steady at 9½d. per lb. spot. **PARAFFIN** is about steady from 22s. 6d. to 50s. per cwt., as to melting point. **CERESIN** is quoted from 35s. to 80s. per cwt., as to colour and melting point. **BEES'** is about steady, with the market quiet; bleached, discs, £7 10s.; slabs, £7 5s.; yellow refined, £5 12s. 6d.; yellow crude, 97s. 6d. per cwt. spot.

Essential Oils, etc.

The general tone of the market is quiet and a moderate business is passing. Citronella, Java and Ceylon, continue firm. Lemongrass is again firmer. Spanish oils are reported to be much firmer owing to weather and political conditions.

ALMOND.—There is no change in last week's prices of about 7s. 6d. per lb. for s.a.p.; sweet almond, about 2s. per lb.

ANISE (STAR).—Spot, "Red Ship," in leads, 1s. 11d.; in tins, 1s. 9½d.; in drums, 1s. 9d.; shipment, in leads, 1s. 8d.; in tins, 1s. 7½d.; in drums, 1s. 6½d. per lb., c.i.f.

BERGAMOT is quoted generally at about 9s. 6d. per lb.

BOIS DE ROSE.—The market remains dull. Cayenne is scarce on spot at 9s. 3d. to 9s. 6d. per lb.

CARAWAY is rather cheaper at 7s. to 8s. per lb., as to quantity; Continental twice-rectified, 5d. per lb. extra.

CASSIA.—Spot remains steady at 3s. 9d. to 3s. 10d. per lb.; shipment, 3s. 1½d. per lb., c.i.f.

CEDARWOOD is unchanged and in small demand; spot, bulk quantities, 1s. 10d. per lb., and up to 2s. for small lots.

CINNAMON LEAF.—Spot is unchanged at about 3s. 3d. to 3s. 6d. per lb. as to quantity.

CITRONELLA.—Ceylon citronella remains firm: nominal quotation forward, 1s. 9½d. per lb., c.i.f. Spot is scarce and is quoted nominally at 1s. 10d. to 2s. Java is firm in all positions; spot is difficult to find at 2s. 10½d. Shipment prices are irregular.

CLOVE is unchanged at about 4s. 4d. to 4s. 6d. per lb. as to quantity for English 85 to 90 per cent. Madagascar, spot, about 3s. 9d., and shipment about 2s. 10d. per lb., c.i.f.

EUCALYPTUS.—Spanish, quiet: 70 to 75 per cent., 1s. 2d.; Australian, 70 to 75 per cent., 1s. to 1s. 0½d.; 80 to 85 per cent., 1s. 1d. to 1s. 1½d. per lb., and slightly less for bulk quantities.

GERANIUM.—Bourbon is quoted lower at 22s. 6d. per lb.; Algerian, spot, about 24s. 6d. per lb.

LAVERDER.—Shipment quotations for good brands of new crop are round about 9s. to 9s. 6d. per lb., c.i.f. A wide range of lower prices is quoted.

LEMON.—The market is quiet and unchanged: Sicilian, hand-pressed, spot, about 4s. 3d. to 5s. 6d. per lb. Shipment, about 4s. 2d. to 5s. per lb., c.i.f. Californian, spot, 57 cents per lb., in drums.

LEMONGRASS is again firmer: spot, about 2s. 3d.; shipment, about 2s. per lb., c.i.f.

LIME.—The spot price for genuine West Indian distilled is unchanged at about 35s. per lb.

MANDARIN.—Spot is quoted at about 16s. per lb. for small quantities.

ORANGE remains steady: Sicilian sweet, spot, 7s. 3d. to 7s. 6d.; shipment, 6s. 3d. to 6s. 4d. per lb., c.i.f. West Indian, hand-pressed, 5s. 6d. per lb., c.i.f. French Colonial, 5s. 9d. per lb., c.i.f.; Californian, spot, 80 to 90 cents per lb. as to quantity.

PEPPERMINT.—Japanese dementholised is quoted lower on spot at 3s. 4½d. per lb. Shipment, 3s. per lb., c.i.f. American oil is again reported dearer for shipment at 1 dollar 80 cents per lb., c.i.f.

PETITGRAIN remains steady: spot, 4s. 3d. to 4s. 4d. per lb.

ROSEMARY.—Spanish, spot, about 1s. 9d. to 1s. 10d. per lb. as to quantity; shipment, about 1s. 5½d. per lb., c.i.f.

WORMSEED is firmer, with spot quoted at about 10s. per lb. as to quantity.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1932, p. 339.

(From "The Trade Marks Journal," August 10, 1932.)

"KAOCOL"; for medicinal chemicals (3). By Burgoyne, Burdidges & Co., Ltd., High Street South, East Ham, E.6. 533,364.

"LEMALONE"; for beverages, etc. (42). By Grimwade, Ridley & Co. (Ipswich), Ltd., 47 Princes Street, Ipswich. 532,183.

"DEHYDAG"; for perfumery, etc. (48). By Deutsche Hydrierwerke A.G., Kantstrasse 163, Berlin-Charlottenburg, Germany. 532,770. (Associated.)

"LUSTRITE"; for manicure preparations (43). By H. Wolfson, 173 Holmleigh Road, London, N.16. 531,115.

"GENIE"; for goods (43), excluding soap. By R. Heys, Henry Street, South Shore, Blackpool. 532,107. (Associated.)

(From the "Trade Marks Journal," August 17, 1932.)

"PYEELY"; for chemical substances used for agricultural, horticultural, veterinary and sanitary purposes (2). By Stafford Allen & Sons, Ltd., 7 Cowper Street, Finsbury, London, E.C.2, and Long Melford, Suffolk. 533,512.

"JULDEE"; for weed-killing preparations (2). By Brome & Schimmer, 89 Upper Thames Street, London, E.C.4. 533,586.

"HEPATRAT"; for extracts of liver prepared for use in medicine and pharmacy (3). By Nordmark-Werke Gesellschaft mit beschränkter Haftung, 54 Humboldt Strasse, Hamburg. 531,329.

FAOSIMILE SIGNATURE "ALEX. C. MACLEAN"; for chemical substances prepared for use in medicine and pharmacy (3). By Macleans, Ltd. [Brentford, Middlesex]. 532,469.

"EXTRALIN"; for medicated preparations of liver for human use in the treatment of anæmia (3). By Eli Lilly & Co., 740 South Alabama Street, Indianapolis, U.S.A. 532,479.

"MEDUSA KEEPS INSECTS AWAY," WITH PYRAMID AND WHITE LINES IN BLACK CIRCLE; for insect-repelling preparations for personal use (3). By Harpic Manufacturing Co., Ltd., 2-14 Staple Street, London, S.E.1. 532,924.

"VISTONE"; for human use for the treatment of indigestion and stomach ailments, and as tonic (3). By Spence & Co., 24 North West Circus Place, Edinburgh. 533,216.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

The British Pharmacopœia, 1932

SIR,—It is well that attention should be directed to the difficulty likely to be experienced in providing pharmacy students with explanations based upon competent critical study of the contents of the new British Pharmacopœia (*C. & D.*, August 20, p. 175). Refusal by the authorities to supply copies of the book to be commented upon before the date it comes into force—October 1, 1932—will naturally defer serious work on the production of worth-while commentaries until well after that date, and I am also given to understand that nothing like full information concerning official formulas, processes and tests may be presented in unofficial commentaries and text-books. That at least is how I interpret communications addressed to me as joint author of "Pharmacopœia" by the registrar of the General Medical Council. If the legality of such restriction be maintained, pharmacy teachers may henceforth be the sole source of complete and critical information required by students respecting the British Pharmacopœia, and they will need to be properly inspired. But that cannot be expected of them within a period of twelve months after actual publication of the new Pharmacopœia, and it may well be found outside the capacity of any ordinary teacher to tackle the job seriously while engaged in the routine work of the coming session. All of which points to the need of merciful delay in expecting candidates who have not become familiar with the British Pharmacopœia, 1932, during apprenticeship to be as well acquainted with its contents as they ought to be.

Yours faithfully,

JOHN HUMPHREY.

Harrow.

The Late Mr. John D. Marshall

SIR,—John Marshall and I were at Boston Grammar School together in 1869-75, when Dr. Pattenden was headmaster. Mr. Marshall's father, Mr. David Marshall, had a business in the Market Place, Boston, with a good connection among the wealthy farmers in the district. . . . John Marshall held the position of dispenser at Savory & Moore's, Chapel Street, London, W.; I succeeded him there and thus came in contact with him on frequent occasions. Marshall married Miss Mason, of Chapel Street, and there were two sons—one was killed by a cricket ball whilst at Tunbridge Wells School, the other got badly wounded in the War. We met later as members of the Pharmacy Club when Mr. Edward White was the genial chairman, and always there was the cordial greeting and reminder of schoolboy days. After my photo appeared in your journal in December 1930 I got a very characteristic and kind letter from Mr. Marshall, congratulating me and inviting me to visit him at Miramar, Cannes, where he then resided. On May 8, 1931, I travelled by aeroplane to Cannes. . . . I received every kindness from Mr. and Mrs. Marshall, being driven round the charming littoral and high roads around Cannes. I had not heard from him recently, so it came as a shock to read he had joined the majority and another good friend had gone.—I am, etc.,

C. BAYLEY.

Uppingham.

Delayed Payments

SIR,—The letter by "Merchant" on the above subject (*C. & D.*, August 20, p. 219) raises a point of great importance, and is surrounded by many difficulties. My interest from a retail point of view was aroused in view of a short article I read a few days ago, in which a firm attributed their success and standing to the fact that they never pressed customers

for payment, as it was likely to give the impression that one was hard up or the business not doing well; and also from a recent experience of my own, which has left me in some confusion as to whether I did the right thing. I have been in business for some years, and am not inclined to do impulsive things. I make a habit of paying monthly all accounts except three, which are quarterly and are collected by travellers. About 25 per cent. of my business is booking, and I have retained the practice carried on for many years in this business of rendering quarterly accounts to my customers. All goods are charged at P.A.T.A. prices, where these apply, and, owing to competition, other goods at store prices. In effect, then, I give to those customers who pay at the end of a quarter the use of my money for two months, and to those who do not pay at that period a longer use of my money. I recently had an account consisting mainly of patent articles and syphons (also a cut line) which ran on for ten months. As the account was not paid at the end of the third quarter, I waited another month and then sent a polite business letter to the effect that possibly the account had been overlooked. Was I rewarded by my efforts to give prompt delivery of goods half a mile away? Yes, the money was paid and accompanied by a request to fetch away the empty syphons, and the account was closed. Did I do right? Now for problem No. 2. I have another customer who purchases from me about four times a year three syphons of soda water. These are cut in my district to 6d. each, and they cost me 5d. Delivery in this case is about a quarter of a mile away, and the customer rarely buys anything else from me. What shall I do in this case? The syphons are never paid for at the time; usually the order is telephoned and the account has to be rendered at the quarter's end for 1s. 6d. Shall I tell the customer that it does not pay to supply syphons unless other goods are purchased, refuse to supply any more and have another account (?) closed? I cannot afford to give a prize for an answer, as I am paying 5 per cent. interest for the use of other people's money to purchase the property I possess.—Yours, etc.,

RETAILER (22/8).

SIR,—The letter from "Merchant" on delayed payments deals only with the position between merchants and wholesalers. I may state that the position between wholesalers and retailers is even worse. Wholesalers—by this I mean manufacturing chemists, packed goods firms, and even patent-medicine vendors—seem to be falling over one another to give extended credit—six, nine, and even twelve months is nothing unusual. Are we getting back to the pre-war state, when some firms gave this extended credit to get retail chemists more or less into their clutches and so make them "tied houses"? I know of many cases where "men of straw" as regards capital have launched out into retail business and utilised this extended credit to the full. One man I knew well told me (since the war) that he started business with £95 capital, and that in less than three years he was running four shops all on this credit system. He may, it is true, have been an exceptionally good man; he was a worker and a clever carpenter; he made most of his own fixtures. There were no nests of drawers with glass labels and knobs; he bought empty toffee tins and enamelled them; labels from a stock label book and varnish completed very effective containers for his "drys." He had no shop rounds—he showed goods instead. Now I go to the letter signed "Salesman" (p. 220). Every word he says is true; salesmanship is well worth studying, and we have as good salesmen or representatives in this country as any in the world. The fault (if any) to be found with them is that their firms do not back them up; better show

material and advertising is needed in the drug trade. Credit is plentiful. Now is the time for chemists' assistants who are working for a pittance to launch out for themselves; they will never get such a chance again. They can get credit from nearly any firm to-day. I would say to them: Find your pitch and open up even if you have only £50. Have your shop front painted a distinctive colour so the passer-by sees it. Never mind about the dispensing side; let the man with the carboys, specie jars, and last year's flies in his window do that—you'll get your share, anyway. Most advertised lines show a profit of 33½ per cent. to-day. If you can get a shop with house over, all to the good. Think it over—this age of credit will pass.—Yours faithfully,

MUMMATT'S NOBBY (23/8).

Salesmanship

SIR,—The remarks of Dr. John Murray on salesmanship (*C. & D.*, August 13, p. 167) are particularly applicable to the conduct of the pharmacist's business. Of all classes of shops the pharmacy is the one in which the more solid customer prefers an atmosphere of intelligent service and advice rather than tricks of salesmanship, or to find that he has been persuaded to purchase some article which he did not really want. If I go into a shop where these methods are practised I make a mental note never to go there again, and there must be many other people of the same way of thinking. If a chemist supplies his customers with their requirements in a straightforward honest transaction, they will come back to him every time they want anything, and that is going much further towards building up a substantial connection than any fancy salesmanship, and in the long run will pay better than a snap sale or two.—Yours truly,

STRAIGHT SALES (22/8).

Cheap Photographic Prints

SIR,—As one of the largest D. and P. finishers in the trade, "Mancunian's" letter (*C. & D.*, August 6, p. 147) and the letter of "List Price" (*C. & D.*, August 20, p. 219) are most interesting. "Mancunian's" letter certainly hits the nail over price-cutters' quality, and perhaps our experience may be of some interest to your readers. When one is used to certain types of negatives going through, it is surprising how easy it is to pick out those developed by another firm. When print only orders come in, we naturally get a large number that have been developed elsewhere. For two weeks we have watched all reorder negatives, and find 27 per cent. have been developed by other firms. Out of these about 14 per cent. were badly developed. Some had hypo which had recrystallised on the surface, and had to be washed before they could be printed. A stranger came in here last week and asked, would we oblige him by giving the name of our nearest dealer. He had had some films developed and printed by a price cutter (eight prints and a postcard enlargement for 1s.), and he passed the remark, "Photography is dear when it is like this at any price. Never again will I go to that shop." Some three or four months ago a firm started cutting D. and P. enlargements. A large number of our dealers naturally wanted to know what we were going to do about it. We would not cut as our work is worth every penny it is charged, and for about six months we were certainly badly hit. Now we find our enlarging is up at least 40 per cent. This is entirely through quality. Mind you, we could have easily used the cheaper grade cards and omitted spotting and placing in folders, and made more profit, but we want the snapper to have the best always, and therefore hold his interest for future business. Price cutters merely want present business, and never think of the future. The manufacturers certainly ought to see that their goods are processed properly. We had an order yesterday with a request not to use a certain branded paper, as some prints that were done on this paper were awful, and the paper was blamed. We offered to do some on the same paper for the snapper to see that it was not the fault of the paper. Needless to say, our dealer was very pleased, as he has made a friend of his customer. Future

business again. So we could ramble on, but enough, we hope, has been said to get things moving, either to convince the cutter how foolish he is, or for the manufacturers to take some sort of action.—Yours faithfully,

FINISHER (22/8).

Qualification and Remuneration

SIR,—Mr. John Humphrey's article, "The Paradox of General Pharmacy" (*C. & D.*, August 20, p. 178) exhibits a thorough knowledge of the vicissitudes which affects the general pharmacist of to-day. I entirely agree that no encouragement should be given to any movement for a lower grade of qualification. What is needed is a movement to raise the remuneration of the pharmacist, who is at present grossly underpaid, both as proprietor and assistant. We are excluding the best brains of the rising generation if we fail to make the remuneration commensurate with the higher training. How the higher level of remuneration could best be attained is a matter for discussion, and might even require legislation; but pharmacists with the courage of their convictions can begin now by a gradual increase of dispensing charges. Later on, perhaps, there might be incorporated in the by-laws a minimum dispensing scale, departure from which would be professional misconduct subject to a penalty. When we have made up the leeway, pharmacy will enter unitedly a new era of service and prosperity.—Yours faithfully,

COMMON SENSE (23/8).

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Carelessness in Pricing

If "Ivanum" and his Association's members (*C. & D.*, August 6, p. 148) refused absolutely to oblige those chemists who are not members of the Association and those members who do not respond to his Association's rulings, he might find some results. Indifference, as soon as it cost something, would be dropped. I can and do oblige anyone when possible—except the man outside the local Association; if he has "no use for the Association," then I do not associate.—*Titfortat* (8/8).

In Defence of Pharmacy

I am glad to see that one chemist has written to his local papers in defence of the craft (*C. & D.*, August 6, p. 135); if this were to be done every time some statement was made about pharmacists which did not represent our business from its true angle, it would soon have an effect on public opinion. We have been too prone in the past to accept censure and strictures of all kinds without raising a word of explanation on our own behalf, and the adoption of a definite policy of replying to all such in the public Press by association officials would be almost as beneficial as a national advertising campaign, without the costliness.—*Chemist First* (16/8).

Hobbies

"Manufacturer" (*C. & D.*, August 13, p. 153) refers to the possibility of making one's business one's hobby as well. On rare occasions we read of chemists who never take a holiday, and it has always seemed to me that they must be of a very contented and complacent turn of mind, perhaps even a trifle narrow, if they have never wished for any form of relaxation from the daily round. And I have always assumed, perhaps quite wrongly, that they have been men to whom business has come very easily. I should say that a hobby is a pursuit which one takes up in one's (too few) leisure hours to afford amusement and relaxation to the mind from the cares of business life and the pressing task of earning one's living and therefore I could never class my work as a hobby.—*Hobbist* (22/8).

Dispensing Notes and Difficulties

An Apparent Overdose

SIR,—The following prescription shows an apparent overdose:—

Liq. strychn.	..	..	64 M
Liq. arsenicalis	..	..	48 M
Tinct. strophanthi	..	..	160 M
Tinct. card. co.	..	..	1 fl. oz.
Aq. chlor.	..	ad	8 fl. oz.

Sig.: $\frac{1}{2}$ fl. oz. t.d.s. ex aqua.

The ten-minim dose of tincture of strophanthus ordered is double that of the present B.P. tincture. Tincture of strophanthus B.P. '98 was intended, which is one-quarter the strength of the present B.P. tincture. Tinct. strophanthi B.P. 1914 was taken and 40 minims diluted to 160 minims with 70 per cent. alcohol.

Yours, etc.,

EXPERTUS (9/8).

A Throat Paint

SIR,—Your note in the issue of August 13 (p. 172), referring to the iodine-acetic ether-glycerin throat paint and some previous correspondence on the subject, including mine on June 25 (p. 753), is of interest, as it would seem to infer that Sir James Dundas Grant has improved on the original formula, made with pure iodine. A formula on the lines mentioned, i.e., prepared from a simple tincture of iodine (with no potassium iodide), acetic ether and glycerin in equal parts has many disadvantages. It may be homogeneous and in that respect free from pitfalls for the dispenser, but it is much thinner in consistence and therefore less suitable as a throat paint. The worst feature of all, however, is its instability. Hydriodic acid is rapidly formed, and a certain amount of ethyl chloride will also be found to be present. Inasmuch as "acid-free" acetic ether was insisted upon in the original formula, it is surprising to me that Sir James should have gone over to a formula that is distinctly acid. On that account it would be unwise to infer, without verification, that the formula to which your correspondent now refers is intended either as an improvement or even as a substitute for the old formula. Later I hope to elucidate this point.—Yours faithfully,

A. N. SMITH.

Nottingham.

Legal Queries

F. L. O. (21/6) occupies a combined house and shop for which he pays a rent of £1 a week. What is the minimum period of notice that he must give to his landlord upon terminating the tenancy? [Assuming that there is no special provision in the tenancy agreement as to the period of notice, it is a matter of deciding, from the circumstances, whether the tenancy is a weekly one, that can be terminated by a week's notice. It may well be that although the rent is paid weekly, the tenancy is a yearly one, in which case six months' notice, terminating on an anniversary of the commencement of the tenancy, will have to be given. We advise "F. L. O." to consult a solicitor.]

F. W. (6/7).—What the recent change in the law has done is to make it an offence so to describe any liquor for the purpose of selling it as to indicate by the name or description that it is or is a substitute for or bears any resemblance to any description of spirits, or is wine fortified or mixed with spirits, unless the excise duty chargeable on spirits has been paid on 97½ per cent. of the liquor. The description of a liquor as a "ginger wine essence" does not appear to bring it within the terms of the prohibition. What the new law aims at is the use of fancy names which suggest spirituousness either because of the meaning of the words themselves, or because they have been associated with descriptions indicating spirituousness.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us: as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

E. P. J. (6/78).—PHOSPHATE DRINKS.—Phosphate drinks of the soda fountain type consist usually of a solution of acid phosphate with a fruit or flavoured syrup, on the basis of 8 oz. of acid phosphate solution to each gallon of syrup. The acid solution of phosphates used for this purpose is made according to one of the following formulas:—

Acid Solution of Phosphates—N.F.V.

Precipitated calcium carbonate	50 gm.
Magnesium carbonate	.. 5 gm.
Phosphoric acid	.. 120 c.c.
Distilled water	.. to 1,000 c.c.

Or:—

Phosphoric acid	.. 1 oz.
Potassium phosphate	.. 10 gr.
Magnesium phosphate	.. 20 gr.
Sodium phosphate	.. 10 gr.
Calcium phosphate	.. 30 gr.
Water	.. to 20 oz.

The flavouring agent or syrup used as the vehicle for the acid solution of phosphates can be selected and compounded to meet special requirements. The following are examples of some phosphate drinks of this type as sold in the United States:—

Cherry Phosphates

Solution of acid phosphates	.. 8 oz.
Wild cherry syrup	32 oz.
Orange syrup	to 128 oz.

Or:—

Solution of acid phosphates	.. 8 oz.
Red cherry juice	.. 16 oz.
Raspberry juice	.. 8 oz.
Syrup	.. to 128 oz.

Frozen Phosphates

Fill an 8-oz glass with small pieces of ice, add 3 dashes of solution of acid phosphates and nearly cover the ice with the desired syrup.

Soda Phosphates

Acid phosphate solution	.. 1 dr.
Fruit syrup	.. 1 oz.
Soda water	.. to 8 oz.

Kola Phosphate

Solution of acid phosphates	.. 8 oz.
Fluid extract of kola	4 oz.
Vanilla syrup	to 128 oz.

Solution of acid phosphates	.. 8 oz.
Lemon syrup	to 128 oz.

A. C. (18/78).—VEGETABLE FACE LOTION.—A suitable preparation could be made according to the following formula:—

Camphor	.. 1 gr.
Starch	.. 15 gr.
Alcohol	.. ½ oz.
Water	.. to 1 oz.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," August 15, 1882

Doctors' Dispensing

The "Lancet" has recently contained some correspondence and a leading article on the subject of the desirability of the abandonment of dispensing on the part of medical practitioners. We quite agree with the "Lancet," and we have often said so, that the plan so frequently proposed by unthinking persons of "getting an Act of Parliament" is out of the question, so much so, that it is hardly worth wasting time in thinking about. Nor is the scheme of general conferences between the two professions much more promising. The only way of effectually bringing about a revolution in the mode of supplying medicines is by gradual, unceasing, individual effort. Every man will follow his own interest, and doctors will do so no less than other people.

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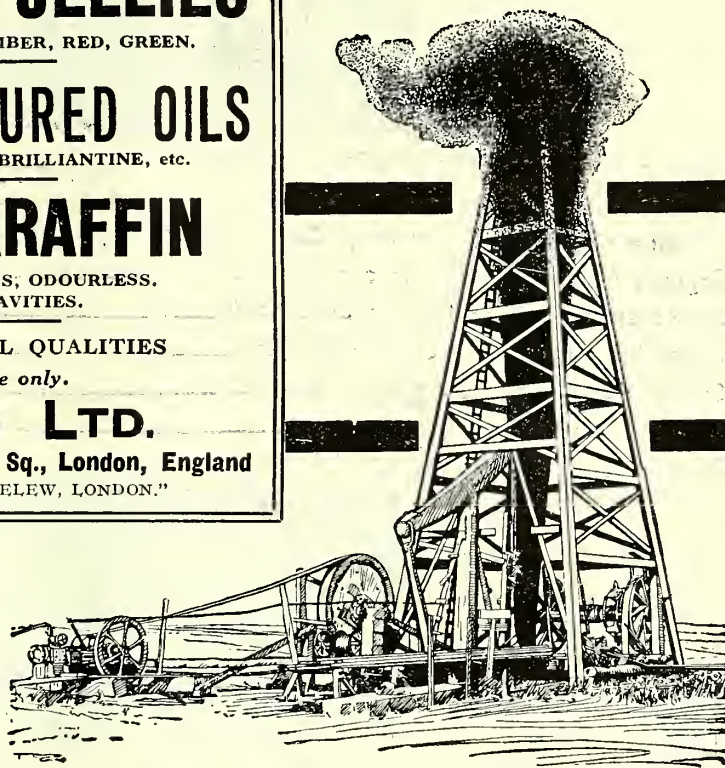
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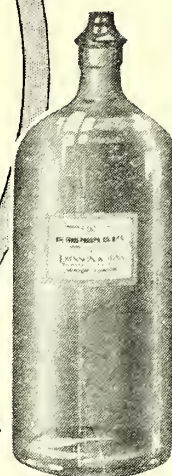
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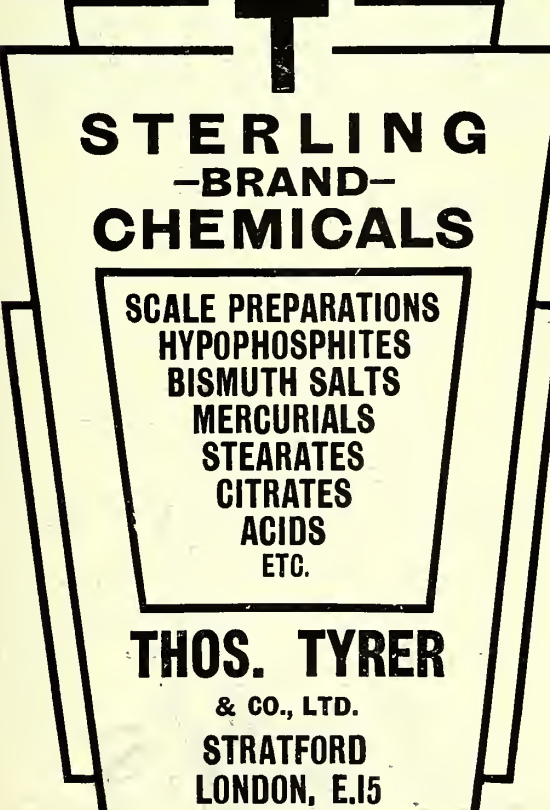
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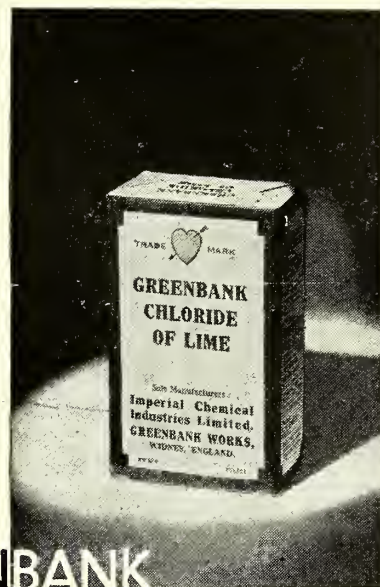


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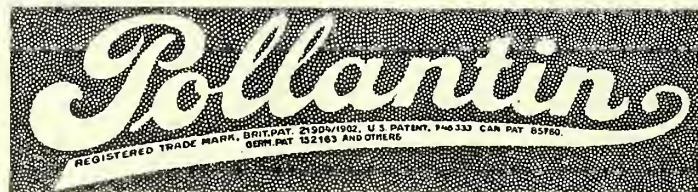
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CAVENDISH CHEMICAL CO. (New York), LTD.
137 Regent Street, London, W.1

TESTOGAN tablets and ampoules
THELYGAN tablets and ampoules
YOHIMBIN tablets and ampoules
LECITHIN-YOHIMBIN tablets and pills
LIPOLYSIN tablets and ampoules
BISMOLAN suppositories and ointment
ATOCIN tablets
ATOCIN with **ASPIRIN** tablets
MYOSTON Skeletal Muscle Extract
ELIXIR NEUROGENIC (Cavendish)

Literature and further information on application

Memo :

RE-ORDER
ZAM-BUK

Sole Proprietors : C. E. Fulford, Ltd., Carlton Hill, Leeds.

Ointment & Medicinal Soap

*Steady
advertising*

*Steady
sales*

DINNEFORD'S
PURE FLUID
MAGNESIA

£3 order will now secure
our best terms

Min. Retail

1/3

2/6

Min. Wholesale

10/6 per dozen

21/0 "

Minimum Quantity £3 assorted
Carriage Paid Home

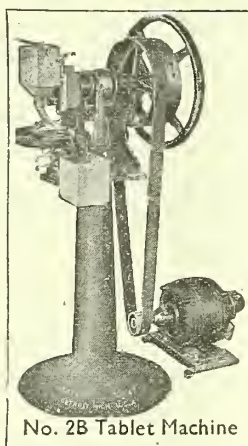
Manufactured in London for over 100 years
British owned :: British made

DINNEFORD & CO., LTD.
12 Clipstone Street, London, W.1

Telephone: Museum 1776

Colton Pharmaceutical Machinery

PILL MACHINES
TABLET MACHINES
GELATINE COATERS
GRANULATORS
POLISHING PANS
SUPPOSITORY MOULDS
TRITURATE MACHINES
PASTE MIXERS
TUBE FILLERS
TUBE CLOSERS
CLIP FASTENERS
NICKELOID CLIPS, ETC.



No. 2B Tablet Machine

TABLET MACHINES

Colton Tablet Machines possess all the good qualities growing out of many years of experience in this field. A range is available that will produce every size of tablet from $\frac{1}{8}$ to 3 inches diameter, in outputs varying from 100 to 1,500 per minute.

CLIPLESS CLOSURE

A new method of sealing collapsible tubes, eliminating the use of the metal clip and giving greater security to the contents with a more decorative appearance to the finished tube.

Write for copy of New Catalogue

SOLE BRITISH AGENTS

GRIFFIN AND TATLOCK, LTD.
KEMBLE STREET, KINGSWAY - - - LONDON, W.C.2

ERGOAPIOL
(Smith)

Protective Mark
Patented in U.S. and
Foreign Countries.

Ergoapiol (Smith) is identified by the letters "M. H. S." raised in the gelatin on the inside of each capsule—thus



Cap-
sule—thus



Cap-
sule intact, showing
no mark objectionable
to the physician.

[Ergoapiol (Smith) is to be had only in packages of twenty capsules each—never supplied in bulk or other form.]

MARTIN H. SMITH CO., New York, N. Y., U. S. A.

"Dr. Lane's Catarrh Cure"

Advertised to the Public.

"O. PHELPS BROWN'S

Natures Herbal Ointment"

Advertised to the Public.

From your Wholesaler or direct from

Teasdale's Chlorodyne Company
75 Fitzwilliam Street, Huddersfield

The SUCCESS of SIMPKIN'S DEXTROSE CHEMISTS' QUALITY CONFECTIONERY has been more than equalled by their **MEDICATED TABLETS** WHY?

Because chemists have been able to retain the results of their recommendations as they are not sold to shops of other trades. Many had three contracts per shop during last season in spite of a mild winter.

Write **A. L. SIMPKIN & CO., LTD., SHEFFIELD 4,**
Chemists' Confectioners (to Chemists only),
London Chemists to 11 Creech Lane, E.C.3

TRY a Small Contract of 20 lb.
of each of the two lines, in two deliveries. Second delivery optional. If completed by February 1933,

The UNIQUE DISPLAY loaned of
GLOBES on STANDS (value 15/-)
Standing 1 ft. 2 in. high, becomes your own property.
GOOD PROFIT, viz., 1/4 per lb.
plus bonus scale from 1% to 10% for large buyers.

SIMPKIN'S TABLETS (Black) 2 ozs. 5d.

Recommended for Coughs and Colds.

THROAT, CHEST and LUNG (Pink) 2 ozs. 5d.

Attracts the repeating customer, such as Bronchial complainants, who affirm they cannot live without

SIMPKIN'S T.C.L. TABLETS.

38% PROFIT ON BEECHAM'S PILLS & BEECHAM'S POWDERS



Many Chemists and Druggists are now reaping the benefits of a 38% profit on cost on Beecham's Pills and Powders. The reason for this is that recently we now have a

£2 PARCEL

for either Beecham's Pills or Beecham's Powders or assorted Beecham's Pills and Beecham's Powders. The £2 parcels can be obtained direct or through your usual wholesaler and carry a 2½% cash discount together with a further 5% discount for window display, carriage paid—packing free—monthly account.

**STOCK MORE—
SHOW MORE—
SELL MORE
BEECHAM'S
PILLS and
BEECHAM'S
POWDERS**

ADVERTISING

Strong, virile and forceful advertisements comprising an extensive and continuous advertising campaign are appearing daily in the most important papers throughout the country. Every day they are helping you to sell more of our products and ensure a constant daily demand. House-to-house distributions augment the Press advertising throughout the British Isles, and show material is available for use in your shop or window, or on your counter.

Keep yourself well supplied with Beecham's Pills and Powders and reap the benefits to be derived from these fast moving lines.

**BEECHAMS PILLS LTD
ST. HELENS. LANCs.**

Tel. 2241 St. Helens.

Telg. Beecham St. Helens.



REVISED PRICE LIST AND TERMS**CLARKE'S BLOOD MIXTURE**

(LIQUID OR TABLETS)

3 dozen at 28/6 per dozen or £4/5/6 per case
 12 dozen at 27/- per dozen or £16/4/- per case

CARRIAGE PAID. PACKING FREE.

ASSORTED ORDERS

	Retail	Min. Value £4/5/6 per doz.	Min. Value £16/4/0 per doz.
CLARKE'S BLOOD MIXTURE ...	3/-	28/6	27/-
" " " " TABLETS ...	12/-	114/-	108/-
CLARKE'S SKIN LOTION ...	3/-	28/6	27/-
CLARKE'S MIRACULOUS SALVE ...	1/3	12/-	11/-
" " " " ...	1/3	12/-	11/-
" " " " ...	3/-	28/6	27/-
CLARKE'S APERIENT PILLS ...	5/-	48/-	44/6
" " " " ...	1/3	12/-	11/-
CLARKE'S MEDICATED SOAP, 3 Tab. Box } ...	3/-	28/6	27/-
Single Tab. } ...	2/6	8/-	7/6
	1/-		

Orders may be assorted as desired
 at above rates, provided the mini-
 mum values reach £4 5s. 6d. or
 £16 4s. respectively.

CARRIAGE PAID.

PACKING FREE.

Terms :

Strictly Net. Monthly Account.

TRADE MARK "BLOOD MIXTURE" Reg. No. 3275

ORDER YOUR SUPPLIES NOW, EITHER DIRECT
 OR THROUGH YOUR USUAL WHOLESALE HOUSE

THE LINCOLN AND MIDLAND COUNTIES DRUG CO., LTD., PARK ST., LINCOLN
 Telegrams : "Lindum, Lincoln." Telephone : Lincoln 55.

THERE IS
AN ALL-THE-YEAR-ROUND DEMAND
for

Owbridge's
LUNG TONIC

for COUGHS and COLDS

PRICE PROTECTED AT FACE VALUE

W. T. OWBRIDGE, Ltd., The Laboratory, HULL.

A PERMANENT 'ASPRO' DISPLAY

MEANS DOUBLE 'ASPRO' SALES AND MANY NEW CUSTOMERS FOR OTHER LINES AS WELL

'ASPRO' is the most powerfully advertised line of its kind in the world. Over 300 papers, with a total circulation of more than 32,000,000 carry the 'ASPRO' message several times monthly into almost every home in the country. Display 'ASPRO' continuously in your window and shop, and you will benefit from this enormous campaign just as though you paid for the advertisements yourself. Not only will your 'ASPRO' sales be doubled, but the display will bring new customers to your shop who will purchase other lines as well. This has been proved by many enterprising chemists. Write us to-day for our current window display and test it for yourself. You will see how quickly the public respond to the 'All-British' appeal of 'ASPRO.' There are also frequent changes of window stickers and giant cartons available.



Here is a typical 'ASPRO' window display attractively printed in full colour.

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents—

GOLLIN & CO., Pty., Ltd. ('Aspro' Dept.) SLOUGH, BUCKS.
Phone: SLOUGH 608.

Made by ASPRO LTD., SLOUGH, ENGLAND.

No proprietary right is claimed in the method of manufacture or the formula.



'ASPRO' IS ALL BRITISH

All the goodness of olives ripened in sunny Spain go to make "Samaritan" Olive Oil popular with all who try it. The excellent flavour and lasting sweetness bring repeat orders from every sale. Attractively packed in 2½, 5, 10 and 20 oz. bottles.

Write for prices and further particulars.

Regd
"SAMARITAN"
Olive Oil
*An Oil of Guaranteed Purity,
pressed only from the Finest
Olives rich in Vitamins.*



Thornton & Ross Ltd. Milnsbridge · Huddersfield

SALES GO ON INCREASING!

Chemists who stock Snowfire Glycerine Jelly know that they're stocking a real best seller. Women everywhere have taken to Snowfire Glycerine Jelly with great enthusiasm. They have found there's nothing to equal it for keeping their hands soft and white and to banish all traces of the ravages of housework. They recommend it to their friends and sales go on increasing. Make special displays and reap your share of the demand.

Snowfire
GLYCERINE JELLY (Vanishing)

SNOWFIRE TABLET AND SOFT SNOWFIRE

are always sure of a brisk demand for use at night.
Made by **F. W. Hampshire & Co. Ltd.**
Sunnydale Works, Derby.

Canada: Wilfred Noëlle & Co., 208 Victoria St., Toronto.
Australia: Messrs. Salmond & Spraggon (Australia) Ltd., 218 Kent St., Sydney, N.S.W.

MEL ROSE— NEW CENTURY CREAM

With all the Mel Rose curative properties, also an effective remedy for Sunburn troubles (sore skin, blistering, etc.), quickly restoring skin to normal condition. A little used prior to exposure to the sun, eliminates all the usual discomfort. Sold in tubes of convenient size and shape for the handbag. - - Price 6d. & 10½d.

MEL ROSE— CREAM

Sold in jars for the dressing table. Contains all the remedial properties of the tablet made up in softer form 9d.

MEL ROSE— TABLETS

There is a demand for this product during the summer for keeping the skin in good condition 2d. & 4½d.

**FOR YEAR ROUND SALES
STOCK MEL ROSE PRODUCTS.**

ROBERTS & SHEPPEY Sole Manufacturers
2 SKIPTON STREET, LONDON, S.E.1

EADE'S CELEBRATED RHEUMATIC PILLS

famous for
86 years



— Eade's Pills retail
— at 1/3 and 3/-
— Other specialities
— & sales literature
— may be had on
— application

**Backed by National Press
Advertising, sales continue
to rise. Stock up now and
get your share of the profits**

Write for Attractive Counter Wrappers on which we will print Your Name and Address.

GEORGE EADE LTD.

GOSWELL ROAD, LONDON, E.C.1



Regd. Trade Mark

Nature's Cure is the best



Fresh evidence is constantly forthcoming that the synthetic vitamin products which purport to take the place of the natural vitamins of Cod Liver Oil are not only inferior but may even be injurious in their action.

It has, in fact, proved impossible to manufacture any effective substitute for Cod Liver Oil, nature's own medicine, which is so rich in the valuable vitamins A and D in the right mutual proportions.

Every barrel of the world-famed Norwegian Cod Liver Oil is exported under the supervision of the Norwegian State.

A TEASPOONFUL OF
NORWEGIAN COD
LIVER OIL CONTAINS
MORE VITAMINS THAN



ALL THE BUTTER AND
MILK ANY INDIVIDUAL
CAN EAT AND
DRINK IN A DAY



Norwegian Cod Liver Oil

National Committee for Promoting the Consumption of Norwegian Cod Liver Oil, Post Box 226, Bergen, Norway.

2

MASON'S EXTRACT OF HERBS

May we have the pleasure of
sending you particulars of our
Window Display Scheme?



NEWBALL & MASON
LIMITED
NOTTINGHAM



Wholesale Prices

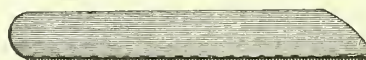
1/3 Size
11/6 per dozen net
3/- Size
27/6 per dozen net

Carriage Paid Gross Quantities
or equivalent.

Manufactured only by

J. F. WHITE & CO., Chemists
BENSON STREET, LEEDS.

Ampoule Files



THE GREATEST PRODUCTION IN THE WORLD
THE BEST. THE CHEAPEST.

Prices and Samples sent on application to
SIM Ltd., Morges, Switzerland.

Treatment for CANCER

DR. T. ISHIHARA'S

Patent No. 352620 (Great Britain).
Patent No. 88650 (Japan).

A treatment for cancer and erosion of os uteri, prepared from new endocrine organs based upon Dr. Ishihara's new theory of Umbilical Cord Hormone.

Indications

- (1) Cancer of stomach, intestine, uterus, etc.
- (2) Erosion of os uteri.

Doses : 0.3-0.6 gm. (3-6 tablets) per day
administer per os between meals.

Injection : 1 c.c.-2 c.c. per day, Hypodermically.

PACKING

Powder 5 g. (code: POUB)
Tablets 50 tab. (code: POUM)
Injection 1 c.c. × 10 (code: POUH)

TRADE  MARK

Nippon Shinyaku Co., Ltd.
KYOTO, JAPAN

Cable Address :
"NIPPONSHINYAKU, KYOTO."

Code :
ABC 5th and 6th EDITION.

For particulars apply to
MITSUI & CO., LTD.
31-33 LIME ST., LONDON, E.C.3

(Samples Doctor only)

NOTE! FREE
YEAST PACKED
WITH EACH TIN



PURE BEER

EASILY MADE AT HOME

(The Daily Express says so... 9.5.1932)

FOR **1^D** PER **ALE OR**
PINT: STOUT
FROM

VIGGORMALT

The MONEY MAKER

PURE

TRIPLE-CONCENTRATED EXTRACT OF RICH MALT & HOPS ONLY

NO ADULTERATION OR ADDED COLOURING

YEAST
SUPPLIED FREE
WITH EACH TIN

NO MILLING
MASHING
BOILING OR
FILTERING

• 100% TONIC FOOD •

A BRISK TRADE

WITHOUT BEER TRADE TROUBLES
and without any of its labour or losses . . . without
delivering crates or collecting bottles, and without
breakages, ullages or stock complications.

VIGGORMALT makes genuine "OAMBROO" BEER
(ALE OR STOUT) of perfect character, by simply
adding cold water and the FREE YEAST, and at an
amazingly low cost. Once introduced it quickly
becomes a regular item on the shopping list.
National Advertising is extensive and constant.

Distributors :

FASSETT & JOHNSON, LTD.
86, CLERKENWELL ROAD, LONDON, E.C.1

Sole Manufacturers :

VIGGORMALT LTD.,
DAVIGDOR ROAD, HOVE, SUSSEX

Best sellers
The public is asking
for **ZEAL**
CLINICAL
THERMOMETERS
because they are:-
GUARANTEED TO
STAY ACCURATE
CONSISTENTLY
ADVERTISED

Made by
ZEAL
—the name the public knows.



G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.

SPONGE BAGS

Selection of one dozen
assorted sizes, neatly boxed

From **7/6** per box

BUY FROM THE MAKER

*Ask our Representative to show you
his Range*

ARTHUR BERTON, Ltd.

"BRITANNIA HOUSE"

256-260 OLD STREET, LONDON, E.C.1

'Phone :
Clerkenwell 1346-7-8-9

MANCHESTER :
36 Chapel Street
'Phone : Blackfriars 4536

'Grams :
Aybelim, Finsquare, London

GLASGOW :
29-31 Duke St.
'Phone : Bell 702

NOVIO Toilet Paper



We are continuing
our press advertising,
and are again featuring
the special sample offer
which has won so many
new customers for this
superior toilet paper.

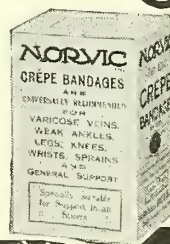
Look to your stocks
now — there is good
business waiting. Send
a card for trade terms
and samples to Novio
Paper Co., 26 Grove
Park, Camberwell, S.E.5

See the "Lancet's" opinion, 27 July 1907

NOVIO



display **NORVIC** Regd
BLUE CARTON
CRÊPE BANDAGES
& increase your sales!



FULL 33 1/3% PROFIT. P.A.T.A.

Stocked by all the leading whole-
salers. Attractive showcards free
on request.

Sole Manufacturers : GROUT & Co., Ltd.
35 Wood Street, E.C.2.

SANITARY TOWELS

*made
by*

The ORIGINAL and Most Popular

The "K." All wool in knitted cover,
very soft.

The "CELTEX." Made of Cellulose
for easy disposal.

FROM YOUR WHOLESALE HOUSE, PLEASE

SOUTHALLS

WHY PAY MORE?

Specify **Portia** Brand
on your orders.

CHEAPEST PRICES
BEST QUALITY
MOST ATTRACTIVE DISPLAY



Corn Plasters, thin, 12 in box - 2/-
 " " thick, 12 " - 2/6
 Bunion " thin, 6 " - 2/9
 " " thick, 6 " - 3/6
 Prices per dozen boxes, in display cartons,
 green and gold, as illustrated.

SOLPORT
BROTHERS LTD.

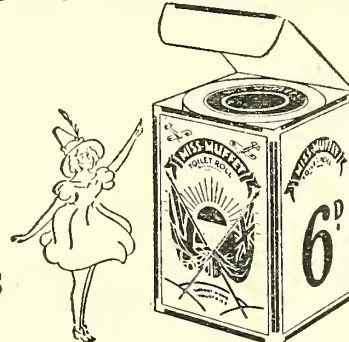
184 to 192 GOSWELL ROAD, LONDON, E.C.1
 Complete Price List of all sizes and shapes on application.



Your Wholesaler Can Supply
MISS MUFFET
TOILET ROLLS

675-700 Sheets of 100% Pure White Paper. Free from advertisement (printing ink is dangerous). Neatly reeled—well perforated—packed in dust-proof cartons.

IN CARTONS



THE MISS MUFFET TOILET PAPER CO., West Bridgford, Nott'm.

VENUS
OWL
GODIVA
&
BALLOON
BRANDS.
PESSARIES,
HOT
WATER
BOTTLES,
URINALS.

Wholesale & Export only

SURGICAL RUBBER GOODS

NOTICE.—Several instances of the sale of VENUS BRAND goods other than their make having been brought to the notice of Joseph Harris & Co., their Solicitors are instructed to take proceedings against anyone (Makers or Vendors) fraudulently using the name or design of VENUS or any imitation thereof in connection with Seamless Moulded Goods.

ADVERTISING BALLOONS

Actual Makers of this effective form of advertising. Special Designs submitted.

SQUEAKERS, DYING BOARDS, SWANS, BIRDS, ELEPHANTS, &c

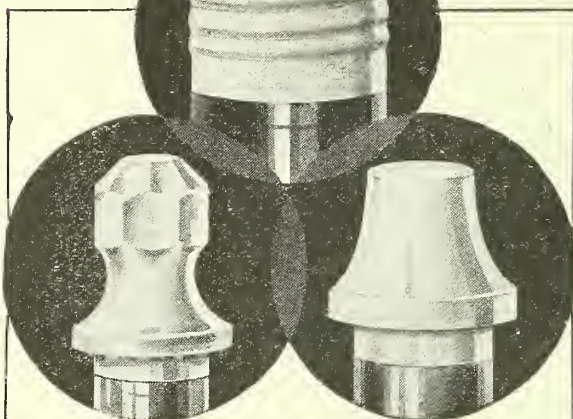
Joseph Harris & Co., Rubber Works, Broadheath, Altrincham

VISKAP

SELF-FIXING
BOTTLE CAPS

PRINTED
or PLAIN

IN ANY
COLOUR



PROTECTION

first, last and all the time is definitely assured when your product is sealed with a Viskap. Place a wet Viskap in position—let it dry—seals as it shrinks. Perfectly hygienic. Entirely British.

ALSO

VISCOID

MOULDINGS

OF ALL DESCRIPTIONS

FROM

Bakelite & Similar Materials

Send us your enquiries.

We have a reputation of many years of service and quality to keep up and are anxious to help you.

LET US ADVISE AND QUOTE YOU

VISCOSE DEVELOPMENT CO., LTD.
WOLDHAM ROAD, BROMLEY, KENT
Telephone: Ravensbourne 4561

A free Postcard enlargement with each film developed and six prints.

"QUALITY"

being our motto is the reason we have been compelled to enlarge our works to cope with our always increasing clientèle for

DEVELOPING & PRINTING

The 'Owl' Advertising and Photographic Service, Louth. Competition does Not make him blink

Tel. No. 226



FREE $\frac{1}{2}$ -doz. 1/- Veldt Cream

WITH EACH ORDER VALUE £2
(INCLUDING SOAP)

Example—12 doz. 5d. "Veldt"
Cream costs 40/-, with Bonus
Yields 66/-, i.e., approxi-
mately 40% on
turnover.

"Veldt Cream"
GOOD SHOW MATERIAL
WELL & CONSISTENTLY
— ADVERTISED —
Write for
Particulars to
VELDT LABORATORY
Springfield, Upper Clapton, LONDON, E.5

TAPERED, PYRAMID, DOMED AND FLANGE CORKS

COMPOSITION AND BAKELITE STOPPERS

THE MOST COMPETITIVE MANUFACTURERS IN
THIS COUNTRY

MUNDET CORK PRODUCTS, LTD.

12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams: MUNDETCOMP, BERM, LONDON

Telephone: HOP 2685 & 3979

PHARMACY FITTINGS

We are actual Manufacturers of all Fittings and showcases for the

MODERN PHARMACY

AT COMPETITIVE PRICES

COMPLETE SET OF FITTINGS

£60

IN SOLID OAK OR MAHOGANY

Send NOW for Illustrated List. Your
Inspection invited at Works. Only address.

MYERS, 134a Kingsland Road, E.2

(1 minute Shoreditch Church.) Phone: BISHOPSGATE 2524.

Book to Shoreditch Church by Bus or Tram from any part.

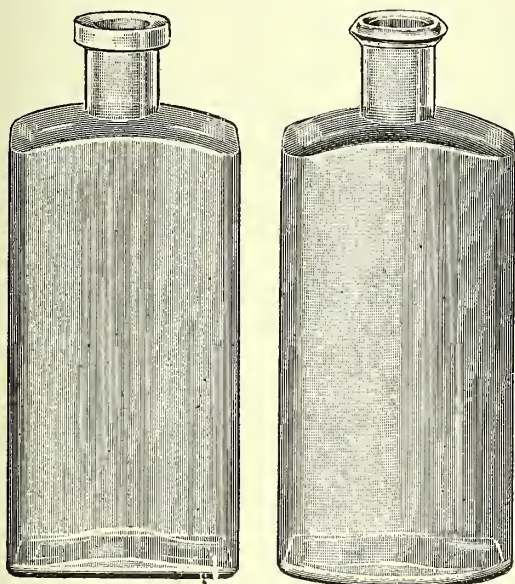
Beatson, Clark & Co.

LIMITED

Chemical & Medical Glass Manufacturers

ROTHERHAM, YORKS

*The Chemists who are doing
the business are the Chemists
who turn the work out well.*



Round Cornered Flat

Oval Fronted Flat

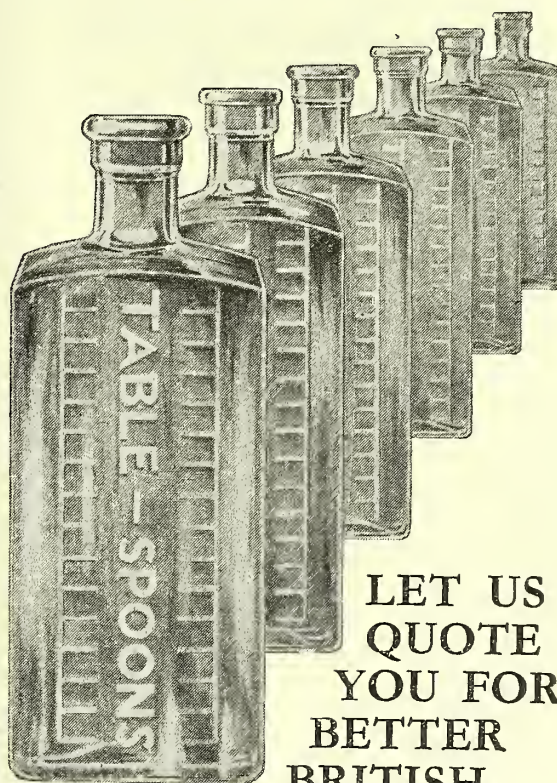
*There is no better help than
a smoothly finished, bright,
attractive bottle.*

TRY THE NO. 2 WHITE QUALITY
REASONABLE IN PRICE
SATISFACTORY in FINISH

Telegrams :
BEATSON, ROTHERHAM.

'Phone :
No. 88, ROTHERHAM.

ESTABLISHED 1751



**LET US
QUOTE
YOU FOR
BETTER
BRITISH
BOTTLES**

For eighty years or so we have
been making bottles of every des-
cription, so we can claim to know
something of Drug Trade Require-
ments.

Hand or machine made bottles
of every type—sturdy and accurate
and well finished—we can supply
whatever you need.

Bottles of first class quality at
highly competitive prices. It will
pay you to ask us to quote for
your next order.

ESTABLISHED 1851

**FREDERICK
HAMPSON**

PERSEVERANCE GLASS WORKS

SALFORD

Telephone :
Trafford Park 0814/5

Telegrams :
"Attention" Salford.

For every description of
British Glass Bottles

Dispensing, Emulsion,
Embrocation, Cough
Mixture, Feeding Bot-
tles, Sauce Bottles,
Perfume Bottles,
Jam Jars, Poison
Bottles, Milk Bot-
tles, Sweet
Bottles etc.
By hand or
machine

WHOLESALE
ONLY

*Competitive prices — Prompt
delivery — Enquiries invited*

LAX and SHAW Ltd.

REGD. OFFICE, ALBERT GLASS WORKS, HUNSLET, LEEDS.
THREE FACTORIES, ALBERT, CLARENCE AND DONISTHORPE

TRADE



MARK

WRIGHT'S LYSOL

MAY BE CONFIDENTLY RECOMMENDED



Because

Advertising is convincing the public that the quality is second to none.

Because

Our customers know that the profit is generous and protected by the P.A.T.A.

SATISFACTION
TO ALL

BRITISH MADE

BRITISH OWNED

WRIGHT LAYMAN & UMNEY

LIMITED
SOUTHWARK, LONDON

BEETLE VIRUS

PROTECTED
RETAIL PRICE

1/6

USUAL
DISCOUNTS



SOLE LICENSEES

GOLDSTONE CHEMICAL WORKS
HOVE, SUSSEX

The following testimonials are representative of hundreds we have received from all parts :

BILLERICAY.—“Infested with thousands of Black Beetles, but after two nights' use of Beetle Virus not one Beetle remained. They seem to have entirely disappeared, leaving no trace behind. Think the Virus should be more widely known.”

SUNDERLAND.—“Effect of Beetle Virus quite magical.”

BANGOR.—“Very pleased with Beetle Virus, and find it certainly does destroy them.”

CARDIFF.—“The Beetle Virus has been entirely successful. . . Trust that you will make it widely known.”

PARK LANE, W.—“Find the Beetle Virus a very effectual Beetle destroyer.”

NEWCASTLE.—“Finds the Beetle Virus very good for destroying Beetles ; it is the only stuff to clear them.”

SKIPTON.—“Since using your Virus we have not seen any Beetles. My wife detests them so much I shall very quickly hear if there should be a reappearance.”

MARLOW.—“Finds it excellent ; the Beetles truly disappear as if by magic. The only thing ever found to be effectual, nearly everything advertised having been tried.”

COTTERSTONE.—“Have used the Beetle Virus with good results ; since using it we have seen none alive.”

PUTNEY.—“Before using the Beetle Virus my kitchen was nearly overrun with Beetles, but since using it we have scarcely seen any.”

BOROUGHBRIDGE.—“I have used a tin of your Beetle Virus with marked effect in my private house, which has been infested with Black Beetles for many years.”

HONOR OAK ROAD, S.E.—“After waiting and watching carefully the effect of your Beetle Virus, I am glad to inform you that it has been most useful in helping us rid the kitchen of Beetles. We hardly ever see one, though this house is nearly 200 years old.”

CLAPHAM ROAD, S.W.—“The powder is simply marvellous. No return of any beetles since using, which is months ago now.”

THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

AUGUST 27, 1932

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

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3.—LONDON, S.W.—Medium-class Business with Kodak Agency; returns first year £1,218, plus N.H.I.; present year will greatly exceed this figure; double-fronted corner shop in marketing area; three-storey house; rent £144 per annum; top floor let at 16s. weekly; stock worth about £300; price £200 and stock at valuation; genuine reason for sale.

4.—WESTERN SUBURB.—Working-class Retail Business with Kodak Agency; established nearly 30 years; returns 1930, £668; 1931, £1,006; still increasing; rent £40 per annum; held on lease; sub-let £52 per annum; price £550.

5.—HENDON (Near).—Good-class Retail and Dispensing Business with Kodak Agency for Sale on account of vendor having purchased another business; returns last year £3,304, with gross profit £1,023; double-fronted shop, well fitted and stocked; net rent £155 per annum; held on lease; price asked £2,000. Further details on application.

6.—ELEPHANT AND CASTLE (Near).—Drug Store and Herbal Business with D. & P.; very old established; present returns £12 per week; neglected; gross profit 40 per cent.; single-fronted shop in main road; stock worth about £150 and fixtures £30; small living accommodation; rent £2 weekly, inclusive of rates; held on lease; price £250.

7.—MIDDLESEX.—General Retail Business with Kodak and Ucal Agencies; Wines and Spirits; N.H.I. about £290 per annum; very old established; returns last year approximately £3,000; gross profit £1,075; single-fronted shop, well fitted and stocked; house at present unoccupied; rent £55 per annum; long lease; price asked £2,200, or possibly valuation terms would be entertained.

8.—SURREY.—Good middle-class Business with Kodak Agency; the turnover is an increasing one, the present rate

being about £35 weekly; chartered accountant's figures; gross profit about one-third; double-fronted shop in semi-main road; good living accommodation; mortgage payments about £10 per month; stock and fixtures worth approximately £700; price to be arranged.

9.—SUSSEX HEALTH RESORT.—General Retail Business with Kodak Agency; returns last year £1,227, with gross profit £421 and net profit £275; double-fronted shop; rent £110; sub-let £58 10s.; held on lease; price for quick sale £600.

10.—EPSOM (Near).—Middle-class Business; N.H.I. recently started; returns present rate £30 weekly; double-fronted shop; stock worth £400 and fixtures about £160; living accommodation sub-let at 27s. 6d. weekly; room for garage; mortgage payments approximately £10 per month; nearest opposition 10 minutes' walk; open to offers.

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12.—BUXTON.—Dispensing and General Retail Business with Wines, Photographic with Kodak Agency; established 50 years; returns last year £1,500, with gross profit 45 per cent. and net profit 27 per cent.; double-fronted shop, 17 ft. x 18 ft.; well fitted in mahogany; rent £65; held on lease; price £1,000 or goodwill £200, plus value of stock and fixtures.

13.—HAMPSHIRE (Country Town).—High-class Family Retail and Dispensing Business; established 50 years; returns exceed £2,500 per annum; gross profit £1,000 and net £550-£600; handsome double-fronted shop; excellent fittings and heavy stock; good living accommodation and garden; rent £160; house was sub-let at £110; 20 years' lease; terms, valuation of S. & F. and £400 for goodwill.

14.—LONDON, E.C. (Death Vacancy).—City Business with Kodak Agency, run under management; returns approximately £4,000 per annum; gross profit £1,550; rent £375; held on lease; price £2,250, or valuation terms entertained.

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3.—EASTERN COUNTY.—Middle-class Cash Retail, in busy town; turnover last three years £1,535, £1,588, £1,649; net profit over £400; low rent; long lease; well-fitted shop; good stock; price £900.

4.—BERKS.—Good-class light Country Retail, in pleasant residential district; returns average over £1,000; scope for increase; large modern shop; good house and large garden; price £100 and valuation, in all £600 to £700.

5.—LONDON, E.C.—Good-class City Business, close to busy station; returns under management about £4,000 last year; audited figures; excellent stock; price £2,250.

6.—LONDON, W. (Few Miles Out).—Light Cash Retail, in main road position; returns £30 week; scope for increase; owner retiring; low rent; lock-up shop, fully stocked; price £800.

7.—NEW FOREST.—Select Family and Dispensing Business, charmingly situated and easily worked; turnover £1,600, increasing; excellent modern house, with large well-stocked garden, garage and 3 acre of land adjoining Forest; price for business and freehold property £3,850; suitable for anyone with capital seeking a pleasant country life.

8.—SOUTH-EAST COAST.—Good-class Family Retail and Dispensing Business, in rising seaside resort; returns last year £1,850; plenty of scope; large house; long lease; well fitted and stocked; price £1,500; worth attention.

9.—ESSEX (50 Miles Out).—Good-class Family Retail; no booking; returns average £1,500; rent only £35; lock-up shop; good position; well stocked; owner leaving the trade; price for early sale £550.

10.—NORFOLK.—Good old-established Country Business in small market town; returns £1,500; net profit £300; assistant kept; rent £45; good house and nice garden; stock worth £600; price £850; worth attention.

11.—EDGWARE (Near).—Good-class Family and Dispensing Business in prominent position of good residential district; returns average £3,450; books audited; bold, attractive pharmacy; fully stocked; price £2,250, or near cash offer.

12.—VICTORIA PARK (Near).—Death vacancy. Profitable Cash Retail; no near opposition; returns average £1,300; net profit £320; good house; rent £75, on lease; price £700.

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(C3) WARWICKSHIRE.—Pharmacy with good living accommodation, situated in growing district; average returns approximately £2,000 per annum; lease and rental by arrangement; purchase price by negotiation. (Visited and recommended.)

(C4) LONDON (NORTH).—Pharmacy with optical connection, at present doing approximately £25 weekly, with scope for considerable increase; good living accommodation, which could be sub-let wholly or in part; high percentage net profits; purchase price £950. (Visited and recommended.)

(C5) NORTH WALES.—Pharmacy well situated in prominent seaside resort, showing returns of approximately £40 weekly; should be capable of further increase; good reasons for disposing; purchase price, £1,150, or offer, which includes stock and fixtures estimated at £900. (Visited and recommended.)

(C6) BUCKS.—Unique and exceptional opportunity to secure beautifully fitted pharmacy situated in healthy residential district at a figure representing less than the estimated value of stock and fixtures; ideal proposition for chemist seeking semi-retirement; excellent modern flat on premises; good living obtainable; accountant's figures available to support returns, etc.; which at present amount to approximately £27 weekly; further particulars upon application. (Visited and recommended.)

(C7) CHELSEA.—Lock-up pharmacy showing average returns for the past three years of approximately £1,400 per annum; rent, £45 on lease; purchase price approximately £500, subject to value of stock and fixtures; the business shows a high percentage net profit. (Visited and recommended.)

(C8) SOUTHAMPTON (NEAR).—Good class dispensing, toilet and photographic business, with living accommodation; main road situation; average returns for past three years under very depressed conditions exceed £1,700 per annum; good scope for optics, if desired; excellent opportunities for increase, particularly with a return to something more approaching normal conditions; purchase price for quick sale £850. (Visited and recommended.)

(C9) PORTSMOUTH (NEAR).—Old established light retail business, well positioned, and offering good scope for increase over the present figures, as a result of increased personal attention and interest; returns for financial year ended March last as per audited accounts, £2,225; living accommodation on premises; good income from sub-letting; low purchase price, which comprises approximately £300—£350 for lease and goodwill, plus stock and fixtures at valuation. (Visited and recommended.)

(C10) £60, ALL-YN.—Exceptional opportunity for pharmacist with small capital to take over a neglected business in South-West London; the premises are well positioned, and the initial purchase price as stated includes stock and fixtures estimated at £180; a further outlay which should not exceed £200 will, however, be necessary in about 18 months' time in respect of the granting of a new 21-year lease; pharmacists to whom the proposition is of interest are invited to apply for further confidential details. (Awaiting visit.)

(C11) DOVER.—Drug Store with good living accommodation; excellent scope under qualified proprietorship, as considerable dispensing is at present sacrificed; rent, £35 per annum; low purchase price for quick sale. (Awaiting visit.)

(C12) LONDON (N.W.).—Well positioned pharmacy showing returns of approximately £1,400 per annum; reasonable purchase price for quick sale; business well suited to lady chemist; further particulars in confidence upon application. (Visited and recommended.)

(C13) NORWOOD.—Herbal Drug Store doing approximately £20 weekly; high percentage gross profit; good living accommodation; spacious premises well situated; further particulars upon application. (Visited and recommended.)

(C14) COVENTRY.—Good family business with medicated wine licence, well situated in good class residential district; present returns approximately £28 weekly under management; has done £2,000 under personal supervision; should be well capable of exceeding that figure, as the position of the business is rapidly improving, consequent upon certain improvements now in the course of construction; considerable building operations are also in progress; there is a compact modern flat, and the premises are held on lease at an inclusive rental of £122 per annum. For a quick sale, an all-in purchase figure of £1,000 will be accepted, which includes stock and fixtures estimated at £800, subject to valuation; the reasons for selling are perfectly genuine and satisfactory. Further particulars regarding the above business will be supplied in confidence upon application. (Visited and recommended.)

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BLACKFOOT.—Old-established Business for disposal; suitable for Chemist-Optician; neglected, and scope for improvement under a proprietor's personal attention; good N.H.I. and all the year round trade; good house, with separate entrance attached; £700. 261/28, Office of this Paper.

BRADFORD.—Old-established Business in best locality; freehold; double-fronted house and shop; large mortgage obtainable or will let; house now let on short tenancy. Apply 259/21, Office of this Paper.

BRIGHTON.—£600 secures; returns £1,254; good profits; audited accounts; turnover steadily increasing; great scope; modern, attractive, double-fronted shop; busy main road, centre of town; nearest to very large residential neighbourhood; unopposed; Kodak Agency; position such that takings must quickly increase in competent hands; stock about £350; excellent mahogany fittings. 262/11, Office of this Paper.

ESSEX.—Pharmacy, with Sub-Post Office, within 20 miles of London; Kodak Agency; excellent Photographic and Prescribing Business; smartly fitted; well equipped; double-fronted shop, with progressive trade; figures for past three years £1,303, £2,161, £2,267; still increasing; good profits; rent £2 weekly; rates 8s. 6d. weekly; post office yields 22s. 6d. per week; good living accommodation and long lease granted; a really genuine offer at £1,600. No triflers, please. 262/20, Office of this Paper.

LONDON, W.—Good-class Business, with living accommodation, recently opened in good shopping centre; foundations are laid for a really big turnover this winter; highest class fittings; a low price will be accepted from young pharmacist with ambition and initiative for quick sale; would suit multiple concern. Particulars. 261/3, Office of this Paper.

LEICESTER.—Well-established Chemist's Business; corner shop, with large room at the rear; excellently fitted; rent £65; rates £18 inclusive; long lease; turnover £1,350 per annum, with good profits; price for goodwill, fixtures and fittings £500; utensils and small stock at valuation; good living accommodation can be had at a small additional rent if required; great sacrifice owing to operation. Apply, in first instance, to "Drugs," 300 Loughborough Road, Leicester.

LIVERPOOL DISTRICT.—Good Family Retail; lock-up; long lease; rent £50; good reason for disposal. Full particulars to genuine inquirers. 261/29, Office of this Paper.

LONDON SUBURB.—Wonderful opportunity for young, energetic man, or one with limited capital. Established Business; returns £1,375, increasing; good, clean stock, about £300; low rent; excellent reasons for disposal; price for fittings, fixtures and goodwill £300; stock at valuation; must be sold quickly; no triflers. Further particulars on interview only. 262/28, Office of this Paper.

MANCHESTER DISTRICT.—For quick sale, very old-established Business at valuation of stock and fixtures, about £500; present returns rather low, but offers good opportunity for increase by energetic man; N.H.I. 400 per month; vendor's own property; will sell or lease at low rental, with or without good house, having private entrance; sound reasons for disposal. 261/17, Office of this Paper.

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BARGAIN.—LONDON, W. Nice Shop, lock-up; very low rent; thickly populated district; lots of scope for N.H.I. development, also Photography; well stocked; price for quick sale £165, all at; only wants seeing. 260/30, Office of this Paper.

CHEMIST'S (unqualified).—Premises consist of two shops, four stock or living rooms; very busy thoroughfare; valuable lease of 10 years at £100 per annum; small shop let at £60 per annum; average profit £6 14s. per week, after paying rent, rates, etc.; exceptional opportunity for one with knowledge of dispensing or optics; ill-health cause of sale; lease, stock, fixtures and fittings all at the sacrificial price of £175, or near. Write for appointment to 313 Wimbledon Park Road, Southfields, London, S.W.19. Can be seen on Sunday.

LOCK-UP Shop, Flat if required; situated in new district; good opening for Chemist wishing to build steady good-class business; plenty of scope for developments; Stationery; Library also carried on; no other chemist within one mile or more. Full particulars, E. Rule, 49 Oakley Avenue, Ealing, W.5. Acorn 2816.

£190 secures an up-to-date Drug and Herbal Stores in busy main road of South London; trade £14 per week and increasing; stock £140, remainder for lease and fixtures; living accommodation; low rent and long lease; no immediate opposition; excellent scope for N.H.I. Address and full particulars supplied to genuine applicants. 262/8, Office of this Paper.

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HENDON-MILL HILL (midway between).—New parade of 5 Shops and Flats; unique position at junction of five main roads; large growing district; prices from £2,500 freehold or would be let on lease. Apply Stovell & Co., Ltd., 38 Watford Way, Hendon Central, N.W.4. (Tel.: Hendon 8071).

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BRIGHTON.—To Let in centre of town, corner Shop Premises in new building suitable for Chemist's and Druggist's, with large, light, airy basement, centrally heated with main building. Further particulars of owners, S. W. & G. H. Bostel, Bostel House, West Street, Brighton.

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TO LET, new Shops, Bishop's Road, near Paddington Station; £120-£150 exclusive. Apply, Surveyor, G.W.R., 153 Westbourne Terrace, W.2.

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CHEMIST is open to purchase immediately genuine Business, any good locality south from Oxford (London and suburbs excepted); price not to greatly exceed £1,000; neglected pharmacy considered if possessing scope for increase. P.C.B. 46/5, Office of this Paper.

GOOD-CLASS Business required at once; returns about £2,000; living accommodation preferred; strictest confidence observed; immediate cash settlement. Reply, with full particulars, to 262/5, Office of this Paper.

LONDON OR COAST.—Chemist wishes to purchase working- or middle-class Business yielding a net profit not less than £450; if in London prefer one with a Panel connection capable of development; strict confidence. 259/25, Office of this Paper.

ORRIDGE & CO. are in immediate need of Businesses in London and Southern Counties returning upwards of £2,000 per annum; genuine cash buyers waiting. All business conducted in a strictly private and confidential manner. Apply 56 Ludgate Hill, London, E.C.

PRIVATE Chemist is desirous of purchasing Business with good turnover, a business carrying an Assistant preferred; all communication will be treated as confidential; banker's reference will be sent in first instance; will interview sound business at once. Write "Chemist," Bursley, Scarsdale Avenue, Allestree, Derby.

REQUIRED immediately for purposes of amalgamation, about ten sound Businesses in or near London (50 miles radius), showing returns upwards of £30 weekly, with proportionate overhead charges. Preliminary negotiations can be entered into immediately on reasonable terms. Prospective vendors are invited to write privately, with the assurance that no information will be disclosed without express permission. Ernest J. George, Sentinel House, Southampton Row, London, W.C.1. Telephone: Museum 8340.

UNOPPOSED Country Business; South preferred; good house and garden essential; electric light, water, and main drainage essential; would purchase freehold. Full particulars to 149 Nutgrove Road, St. Helens.

WANTED, genuine Chemist's Business, with turnover in neighbourhood of £2,000; market town in Home or Southern Counties preferred, but not essential; neglected business with opportunities; partnership in good concern, with view to succession would be considered. Replies to 261/14, Office of this Paper.

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BUSINESS OPPORTUNITIES.

LONDON House manufacturing Medicated Lozenges, Pastilles and one or two outstanding Specialities wish to get in touch with experienced Salesman with London connection willing to take financial interest and supervise sales; this is a sound proposition to keen man, as the nucleus of a good connection exists and lines already introduced have proved definite repeaters; no time wasters; particulars at interview only. Write P.C.B. 46/170, Office of this Paper.

DIRECTORSHIP.

ADVERTISERS require two Qualified or Unqualified Gentlemen for Company of Retail Chemists to act as Directors. Remuneration by way of salary, percentage on investment and share of profits. Capital required in each case £1,000. A unique opportunity. 262/2, Office of this Paper.

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KEEN and energetic young man, 23, seeks Apprenticeship; taking Major Examination 1934. P.C.B. 46/3, Office of this Paper.

YOUTH, aged 18, tall, Matriculated, requires Apprenticeship in or near Birmingham. L. J. Farebrother, "Meadow View," Watling Street, Wilnecote, Tamworth, Staffs.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require Partners, Agents or Assistants, or wish to Sell their Businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given on the front page of this Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

SITUATIONS OPEN.

RETAIL (HOME).

s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BEDFORDSHIRE.—Lady Assistant (Hall preferred); must be used to busy N.H.I. Dispensing and brisk Counter trade. State age, height, salary required, enclose copies of two references and snap, to 259/27, Office of this Paper. Send nothing returnable.

BIRMINGHAM.—Qualified Assistant required in working-class business; permanent situation; suitable for anyone requiring light job with exceptionally short hours. Please give usual particulars and state wages (must be low) to "Chemist," Moor Park Road, Northfield, Birmingham.

BRISTOL.—Qualified Manager for Branch; high-class Dispensing business; salary, commission and living accommodation. Apply, stating salary, etc., to F. H. Moss, Chemist, Shirehampton Road, Stoke Bishop, Bristol. Applications not answered in seven days respectfully declined.

MANCHESTER DISTRICT.—Dispenser-Book-keeper required; married man with family preferred, able to live in and look after Doctor's Surgery; salary, house rent, gas and electric light free; references required. 259/2, Office of this Paper.

MANCHESTER DISTRICT.—A competent, unqualified Assistant required; must be thoroughly reliable in all branches; knowledge of Optics an advantage, but not essential. Give full particulars, including salary required. 260/4, Office of this Paper.

NORTH LONDON.—Junior Assistant (lady or gentleman); capable Dispenser, with good Counter, Photographic and Window-dressing experience; must be keen and energetic. State age, salary and full experience. Applications unanswered within seven days respectfully declined. 261/25, Office of this Paper.

SOUTH WALES.—Wanted, a reliable Senior Assistant, with an Optical qualification; must be a capable Window-dresser and have a pleasing personality; permanency for suitable applicant. Apply, giving full particulars and salary required, to Melville Thomas, Chemist, Neath.

WEST-END.—Wanted, smart Junior, unqualified, for good-class business. State experience, age, height and salary required, with photo to be returned. Please consider declined if no reply in four days. 261/9, Office of this Paper.

ASSISTANT wanted, October 3, with good Photographic and general experience, including Veterinary. 208/466, Office of this Paper.

BECKETT HOSPITAL, Barnsley (153 Beds).—Required, a Qualified Dispenser (non-resident); previous hospital experience a recommendation, to take full charge; salary £170, rising by annual increments of £10 to £200 per annum. Applications, stating age, qualifications, with copies of two recent testimonials, should be sent to the Secretary-Supt. at the Hospital not later than September 9.

COMPETENT Assistant required, about 26-30; tall; must be experienced in Dispensing, Counter work and Window Display; keen and energetic. Apply, by letter, will full particulars, to Hill & Shaw, 357 High Street, Cheltenham.

FULLY competent Assistant wanted, October 3, for about two months; experienced in middle-class business and N.H.I.; preference given to experienced Optician. State salary, height, age, etc., and full particulars of experience. Enclose photo and references. Hunnisett, 62 Seaside, Eastbourne.

JUNIOR Assistant or Improver required for Branch at Belvedere, Kent; used to N.H.I. Dispensing, etc. Apply, stating age, experience, references, salary required, to Ascott's Pharmacy, Ltd., 48 and 50 Durham Road, London, N.7.

LOCUM, qualified, small Family business, live in, London, not alone, state lowest salary, for September 3. 208/471, Office of this Paper.

MANAGER (experienced) required for London Store business. Application should give fullest particulars of experience (treated with strict confidence), also age, when at liberty, wages required. Good prospects are offered to the successful candidate. Replies unanswered in four days respectfully declined. 260/32, Office of this Paper.

MANAGER, qualified, required for Branch near London; must be keen, energetic and tidy, good window-dresser, capable of being left in sole charge. Apply, stating full particulars and salary required, photograph and stamped envelope or return, 261/33, Office of this Paper.

PART-TIME.—A married Assistant required, with good-class experience, for light evening duty; a four-room flat. Apply to Messrs. Amore & Co., 173 Sloane Street, S.W.

QUALIFIED Junior (male) from September 30 to October 29 inclusive. Full particulars and references and salary required, with photo, to W. A. Willis, Deven Pharmacy, Seaton, Devon.

QUALIFIED lady Assistant required. Apply, by letter, stating age, experience, and salary expected, to Managing Secretary, Co-operative Society, Ltd., 3 Harmer Street, Gravesend, Kent.

QUALIFIED Assistant (male) wanted for busy shop, South London; must be accurate Dispenser and good Salesman; references must bear strictest investigation. Write, stating salary required and full particulars, P.C.B. 46/11, Office of this Paper.

QUALIFIED lady wanted for permanent post, S.W. London; must be quick on Counter and N.H.I. Dispensing; salary, £3 5s. per week. 208/468, Office of this Paper.

QUALIFIED Manager required (Lancashire); good Counter-man and good Window-dresser, also used to N.H.I.; house attached. Give full details of age, experience, salary required. 262/40, Office of this Paper.

REQUIRED, a keen young Chemist, energetic and with initiative, to manage a newly-established Branch; commence immediately. Reply, stating age, qualifications, and remuneration required, to P.C.B. 46/15, Office of this Paper.

REQUIRED, young unqualified Assistant; accurate, quick Dispenser. Apply, in writing, giving usual particulars re age, wage required, experience. Immediate. Peebles, Chemist High Street, Dorking.

SHORTLY, a keen and competent Manager of branch, good-class Retail and Dispensing, with considerable Optics and Photographic; must be qualified and experienced in Pharmacy and Optics, of good presence and address, a first-class Salesman and business builder; not under 30; exceptional opportunity for progressive permanency, with optional treatment of capital under safeguards; good wages to acceptable applicant of sober habits; whose references will bear the strictest investigation. Please state qualifications, experience, age, height, salary required, when at liberty, and enclose photo (returnable) to "Veritas," 259/17, Office of this Paper.

SUPPLEMENT INCOME.—Wanted, Assistant, 35-50, for evenings from 7 p.m. and 2 p.m. on Saturday; near Piccadilly Circus; medium to tall in height; must be a good Salesman, Prescriber and Dispenser; conscientious and reliable; abstainer; well recommended. Apply by letter only, giving full particulars and photo. Hamilton, Box 278, S.W.1.

TWO first-class Salesmen wanted for busy West-End business; one to commence immediately and the other in early October. Applicants for the first post should call at address below, but applicants for second post please write in first instance, giving full particulars. Qualification not necessary, but previous first-class experience in this type of business absolutely essential. Bird & Storey, Ltd., 42 Eastcastle Street, Oxford Circus, W.1.

UNQUALIFIED Assistant required; applicants must be well up in modern pharmacy, energetic, and live business man; good salary and commission; permanency. Apply, giving age, full particulars of experience and salary required, to Secretary, Timothy Whites, Chemists, Portsmouth.

WANTED, unqualified lady Assistant; must be capable, pleasant and tactful Saleswoman, with initiative and sound knowledge of all general routine duties; Welsh speaking essential. Salary, references, and photo (if possible) to Edwards, Chemist, Aberayron, Cards.

WANTED, near Birmingham, Lady Assistant, unqualified, about 24; good experience and references. Apply 261/12, Office of this Paper.

WANTED, qualified, as Superintendent in small Stores, Devon; must be prepared to assist in other departments in proprietor's absence; easy berth; moderate salary; would consider partnership. State fullest particulars and when free, with photo if possible, to 262/30, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty,

WHOLESALE.

A SUCCESSFUL Representative, calling on Medical men, would train a smart man as Assistant; premium required, to be returned as part salary during first six months. Full particulars as to age, education, etc., to 261/10, Office of this Paper.

LONDON firm requires man experienced in the Manufacture of Tablets and Pills. Write, stating age, experience, and salary required, to 208/463, Office of this Paper.

LONDON House Manufacturing Medicated Lozenges, Pastilles and one or two outstanding Specialities wish to get in touch with experienced Salesman with London connection willing to take financial interest and supervise sales; this is a sound proposition to keen man, as the nucleus of a good connection exists and lines already introduced have proved definite repeaters; no time wasters. Particulars at interview only. Write P.C.B. 46/17, Office of this Paper.

NORTH LONDON Drug House requires Process Workers and Counter Hands; experience essential. Give full particulars in first letter, 208/470, Office of this Paper.

CHEMISTS' Sundries Buyer for Multiple Retail Chemists; a gentleman with initiative and experience required; must be well educated, and possess a sound knowledge of English and Foreign Markets. Apply, stating age, previous experience, salary desired, 208/467, Office of this Paper.

FIRST-CLASS Commission Travellers required, calling on Chemists, Hairdressers and Stores, to sell "Darting" Toilet Creams. Full particulars, experience, and territory covered. Apply to the Manufacturers, Park, Buckeridge & Co., Ltd., Dominion Works, Chiswick, W.4.

PERFUMERY, high-class (French), well established. Representative wanted for London district; salary and commission. Only those with strong connection need apply to P.C.B. 46/2, Office of this Paper.

REPRESENTATIVE for Northern and Eastern Counties required to call on Doctors, Medical Institutions, etc. Applicants should state age, experience, and salary required, and what qualifications possessed, whether pharmaceutical or otherwise. Apply by letter, marked "Northern," 208/465, Office of this Paper.

SIMPKIN'S.—Representative on commission required for London to sell lines as advertised in this issue plus their famous Barley Sugar; one other firm permitted; must own car; applicants prior to July 24 please re-apply; consideration for interviews will be given from those who give the fullest useful details (Chemists' connections), accompanied with references, to A. L. Simpkin & Co., Ltd., Chemists' Confectionery Works, Sheffield, 4.

QUALIFIED Representative wanted by London Manufacturers of Pharmaceutical Products; previous experience essential. 208/464, Office of this Paper.

TRAVELLERS, calling upon Chemists, required to carry (where not already represented) a well-known Cough Pastille which is already having large sales where introduced; commission terms only. Apply, giving full particulars, to The Sherwood Confectionery Co., Potter Street, Worksop, Notts.

TRAVELLERS wanted, to carry a sideline in big demand; good commission; no collection of accounts. Apply Beck, Ltd., 11 St. Bride Street, E.C.4.

TRAVELLER for South Lancashire; must have personal connection with Chemists for Packed Goods and Specialities. Reply, stating terms desired, to 208/472, Office of this Paper.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

SITUATIONS WANTED.

RETAIL (HOME.)

2s. for 18 words or less, 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.—ASSISTANT, 24 (Part I); free September 12-24 inclusive (September 5 if desired); London preferred. W. L. Phillips, c/o Mr. G. Tranent, Chemist, Walton-on-Naze.

A.—ASSISTANT, qualified, free to commence immediately, needs position. Particulars to 259/20, Office of this Paper.

A.—LOCUM; qualified; long or short period; experienced all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. 'Phone: Maida Vale 8212.

A FEW hours daily or weekly employment wanted by elderly qualified. "Galen," 81 Elgar Road, Reading.

A QUALIFIED young man requires position, Retail or Analytical; 2 years' research experience; excellent references relating to character and ability. Laverick, 100 Toft Hill, Bishop Auckland.

A QUALIFIED Chemist, 25, commencing studies early October, requires evening or night duty, or would accept board in return for services; West-End experience in Counter and Dispensing. 208/469, Office of this Paper.

A RELIABLE Assistant, 24, unqualified, married, requires permanent position in or near London; capable Dispenser and good Counterman; 8 years' London and provincial experience. 261/16, Office of this Paper.

A N M.P.S., 25, training for Optics, sound all-round knowledge, 8 years' experience, keen, energetic, seeks permanency in South; Assistant or management; excellent testimonials; disengaged. 261/26, Office of this Paper.

A N M.P.S., 30, experienced Manager, seeks part-time employment in a Southern coastal town. 262/12, Office of this Paper.

A N unqualified lady, 20 (passed Part I), desires post; Manchester district preferred; 4 years' experience, Dispensing and Counter; excellent reference; interview welcomed. D. Ironfield, 640, Manchester Road, Bolton.

A PPOINTMENT, Junior Assistant or Apprentice, lady, 17, passed Cambridge Junior and Part I. Reply to P.C.B. 46/4, Office of this Paper.

A SSISTANT, 27, 10 years' all-round experience, Dispensing, Counter, Windows, expert D. & P., knowledge Optics, seeks permanency; Midlands preferred; unqualified. Caldwell, "Hazeldene," Manor Park Estate, Nuneaton.

A SSISTANT (preferred Pharmacy); 25; all-round experience, Counter, Dispensing, Window-dressing, Photographic, in town and country; well recommended; permanency or Locum; disengaged. "Arduus," 28 Park Street, Grimsby.

A SSISTANT, female (Hall Certificate), 8 years' experience, N.H.I., Counter, Window-dressing, desires situation; East London or Essex. 259/26, Office of this Paper.

A SSISTANT, unqualified, desires situation; age 40; single; light duties; moderate salary; country preferred; would invest in sound concern. 260/3, Office of this Paper.

A SSISTANT; unqualified; experienced; competent; take charge; good references; permanency; disengaged; Liverpool preferred. Thomas, 29 Dingley Avenue, Walton, Liverpool.

A SSISTANT (Senior), unqualified, long experience, Dispensing, Salesman, good Window-dresser, desires permanency; good references; married. "P. M.," 22 Henry Street, Rugby.

A SSISTANT, 24, tall, accustomed working-class trade, requires permanency; Counter, N.H.I.; references. 261/19, Office of this Paper.

BOURNEMOUTH OR NEAR.—Junior, 4½ years' experience, accustomed to Dispensing and Counter, with knowledge of Photography; free end of September. "W. D. S.," 2 Westway Parade, Malvern Road, Bournemouth.

CAPABLE, qualified Assistant or Manager; 23; good Dispenser, Prescriber, Counterman, Photography; tall; conscientious; London preferred, not essential; free September 4. Willis, Elm Street, Cardiff.

COMPETENT qualified man; all-round experience; excellent references; country or country town; salary (outdoors) £3 10s. "M.P.S.," 261/23, Office of this Paper.

DISENGAGED September 19; Assistant; 26; unqualified; 11 years' sound all-round experience (24 years London), Dispensing, Counter, Photographic (expert D. & P.), Window-dressing; 5 years present situation; London or Home Counties preferred. "Courtfield," Cookham Road, Maidenhead.

DISENGAGED; locum or permanency; Assistant, West End experience; middle age. Arthur, 62 Caldecot Road, Denmark Hill, London, S.E.5.

ELDERLY Dentist, shortly disengaged; life experience in Chemist's business and Dentistry. 260/15, Office of this Paper.

ELDERLY, qualified Chemist, active, reliable, desires post; West Country preferred; short hours; light duties; terms moderate. 261/4, Office of this Paper.

EXPERIENCED Qualified Locum; 31; thoroughly conversant all branches; free August 29. Stock, Cross Flatts Avenue, Leeds. Telephone 75119.

FREE middle September; unqualified; 23; Counter, Dispensing, Windows; London preferred; excellent references. Richards, 30 Christian Road, Douglas, I.O.M.

LADY Assistant, unqualified, requires post in London, end of September; experienced Dispensing, Counter, Display; age 28; interview. 260/23, Office of this Paper.

LADY wishes to pay for 6 or 7 weeks' Course of Practical Dispensing with Chemist; distance no object. "N.," 12 Clive Avenue, Hastings.

LADY (Hall), thoroughly experienced Dispensing, Counter, Book-keeping, Photography, approved Window-dresser, requires post; free now. Miss Stone, 6 Eastern Road, Selly Park, Birmingham.

LADY Assistant (unqualified); eleven years' experience; free October 1; Birmingham or suburbs preferred. Howell, 29 Henley Street, Stratford-on-Avon.

LADY Assistant (disengaged) requires post in London; 15 years' West-End Counter experience. 261/34, Office of this Paper.

LOCUM; qualified; competent; all-round experience; excellent references; anywhere; free August 28. Peake, 6 Hillside Avenue, Purbrook, Hants.

LOCUM; disengaged September 6; excellent experience, London and provinces. Howell, c/o Gordon, Chemist, Grosvenor, Bath.

LOCUM, qualified, Registered N.P.U.; disengaged September 4 to 10 inclusive, also from September 26; any distance. Wood, 33 Union Road, West Croydon.

LOCUM; thoroughly capable Dispenser and Counterman; free August 27; excellent references; unqualified. "H.," 131 Mount View Road, N.4.

LOCUM; qualified; 25; well experienced; good Dispenser; excellent references; disengaged now; anywhere. "Locum," 30 Church Street, Shifnal, Salop.

LOCUM; qualified; 34; available August 29 to September 3 and from October 3. M. Gregory, 50 Grove Lane, Camberwell, S.E.5.

LOCUM; qualified; 27; well experienced both as Manager and Assistant in West-End Hospital and provincial businesses; sound references; permanency considered; free September 10. "Pharmacist," 23 Oakley Square, N.W.1.

MANAGER or Locum; ex-proprietor; 48; teetotaler; married; experienced every department; disengaged. "Qualified," 3 South Avenue, Brighton.

MANAGER, 32, qualified, 10 years present position, desires change; moderate salary; living accommodation; view to succession; highest references. 262/27, Office of this Paper.

MANCHESTER.—A University Student, taking course for Chemist and Druggist Qualifying Examination, desires evening and week-end employment; at present engaged in the West End of London. 260/5, Office of this Paper.

M.P.S. desires employment, preferably Midlands; age 22; height 5 ft. 8 in.; capable Salesman, Window-dresser and Dispenser; good knowledge of Photography. W. Baker, Nettleham, Lincoln.

M.P.S., F.B.O.A., J.C.Q.O., 30, requires situation; all-round experience, including management, in London; free shortly. "S. E.," 84 Preston Drive, Brighton.

M.P.S. requires situation as Assistant or Manager; age 23; tall; excellent all-round experience; used to brick Counter, Window-dressing, Photography; splendid Salesman. R. Austin Smith, "Penhurst," Wrexham.

M.P.S., 34, desires post, country or country town, out-of-doors, in return for moderate salary; proved ability; strong personality; highest integrity. Wilson, 26 Leo Terrace, London, S.E.3.

M.P.S., 27, well educated, with first-class West-End, Coastal, Provincial and Hospital experience, engaged in London, desires a responsible position, either as Senior or Manager; sound references. 262/17, Office of this Paper.

NOTTINGHAM.—Qualified man, 23, with excellent general experience, requires responsible position in or near the above town; free any time. Stanley Reynolds, 153 Douglas Road, Acceck's Green, Birmingham.

NOTTINGHAM or Derby areas; unqualified; temporary or permanent; competent Dispenser and Prescriber; single; abstainer; all-round handy man; energetic; good references. Howard, 30 Pimlico, Ilkeston.

PART time; West London; evenings, all day Saturdays; taking Part II Course September, Chelsea. Green, 179 Chamberlayne Road, N.W.10.

PART time, evenings, all day Saturdays (if required); unqualified; single; fully competent all departments (Optics excepted); good references; permanency and interview preferred. Townsend, 57 Deverell Street, S.E.1.

PART time desired, evenings; unqualified; 10 years' experience. P.C.B. 46/15, Office of this Paper.

PERMANENCY.—Surrey; branch preferred; M.P.S.; 37; West-End experience; good Salesman, Window-dresser; accustomed management good-class type business; reasonable salary. "Interview," 261/36, Office of this Paper.

PHARMACIST, 38, fully qualified M.P.S., 20 years' experience in best parts London and suburbs, staff and modern shop control, buying, seeks progressive and responsible position as Manager or Supervisor in multiple or private concern; interview essential; disengaged late autumn. For further particulars and appointment apply 262/26, Office of this Paper.

QUALIFIED, 23, experienced, seeks situation as Manager or Assistant in country business where there is scope for improvement under modern methods. 259/16, Office of this Paper.

QUALIFIED, 22, 7 years' experience, including Photography; capable Dispenser and Window-dresser; permanency required; West Riding, Yorkshire, preferred; free by September 12. "Adaptable," 24 Herne Road, Bushey, Herts.

QUALIFIED; 26; 5 ft. 9 in.; London-provincial experience; progressive post required; succession entertained; disengaged. Phillips, Merlins Bridge, Haverfordwest, Pembrokeshire.

QUALIFIED, 23, seeks position; Square trained; 5 years' experience, Veterinary, Photographic, good Window-dresser; smart appearance; Public School; highest references. Write "M.P.S.," 54 Tenison Road, Cambridge.

QUALIFIED, 25, tall, smart appearance, keen worker, well recommended; all-round experience, including D. & P., seeks change; Manager or Assistant; Hampshire preferred, not essential. 260/19, Office of this Paper.

QUALIFIED, 36, 12 years' own proprietor, seeks responsible position; good personality and initiative; small capital. Apply 260/14, Office of this Paper.

QUALIFIED Pharmacist, elderly, excellent testimonials, requires position as Manager or Superintendent; moderate terms. "M.P.S.," 36 Holyhead Road, Coventry.

QUALIFIED, 28, married, requires post; medium to good-class business; management preferred; good experience and references. For interview write or phone Holmes, c/o C. Breese, Chemist, Mitcham Lane, Streatham.

QUALIFIED (male), Manager, 28, 12 years' finest experience, 7 years London and West-End, 5 years coastal, desires permanency; smart and energetic. "M.P.S.," 72 Jeffreys Road, London, S.W.4.

CLEAR OUT—your Old or Damaged Stock of Photo Goods*Why keep them any longer? Turn them into CASH.*

I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

UNQUALIFIED Assistant seeks permanency in or near London; single; age 42; reliable worker; £100 investment in sound business. 260/301, Office of this Paper.

UNQUALIFIED (referred Part I) requires part-time work until October; London (South-West preferred); excellent experience and references. 261/39, Office of this Paper.

WOMAN Pharmacist desires permanency; 10 years' experience in pharmacy; free September 1. Lincoln, 80 High Street, Northfleet, Kent.

YOUNG lady, 24, M.P.S., wishes post as Manager or Assistant. 250/40, Office of this Paper.

YOUNG lady, qualified, requires post as Assistant or capable management; 6 years' varied and good experience; excellent references; moderate salary. "C," 35 Bradshaw Street, Wigan.

WHOLESALE.

2s. for 18 words or less, 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A CAPABLE Representative, extensive connection. Chemists, Hairdressers, etc., experienced Drugs, Toilets, Sundries, open for immediate engagement; moderate remuneration. P.C.B. 45/22, Office of this Paper.

A FIRST-CLASS Representative, with 14 years' strongly established connection with Wholesale and Retail Chemists in London and suburbs, requires engagement with good house. 261/27, Office of this Paper.

CHEMIST, B.Sc. Honours, Ph.D., age 23, just left University, is desirous of undertaking further research in the practical field of industry; nominal salary; excellent testimonials as to character and ability. Reply (in confidence) 262/25, Office of this Paper.

CHEMIST (disposed of business) and son working together, own car, wish to represent good firm; speciality Sundries or Patent Medicine, or would accept good Agency. 262/39, Office of this Paper.

PERFUMER, 15 years' experience, Compounding, Manufacturing; competent all branches of Perfumery, A.B. 100 Seymour Avenue, Tottenham, N.17.

REPRESENTATIVE, first-class connection North of England and whole of Scotland, wishes to represent house of repute; 10 years' experience Perfumery and Toilet Goods; own saloon car. P.C.B. 45/34, Office of this Paper.

SALESMAN, well known London and suburbs, last post 8 years, ready to commence early September; any territory; Drugs, Perfumery, Patents; Agency considered. Reply 245/2, Office of this Paper.

WELL-EDUCATED young man, 23, 8 years' Retail experience, desires outside appointment with house of repute; owns large number of original money-making recipes; highest reference; would reside in any district. A. D. Hampton, 22 Avenue Road, Darlaston, S. Staffs.

WELL-KNOWN Representative, strong personal connection Midlands and near counties, desires re-engagement, first-class Proprietary or Drug House; keen worker, with excellent record and undeniable references; qualified; own car. 262/23, Office of this Paper.

15 YEARS with Manufacturing Chemists; expert knowledge Tablet Making and Coating; accustomed to control; desires change. 261/11, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

CHEMIST'S daughter seeks post abroad; aged 23; Riviera preferred; 4 years' good general experience, Counter and Dispensing; Photographic; some knowledge of French. Reply to "J. K.," c/o British Drug Houses, Ltd., Graham Street, City Road, London.

Printed for the Proprietors by THE AVENUE PRESS (L. UCCOTT & SON, LTD.), 55 to 57 Drury Lane, W.C.2, and Published by the Proprietors, Morgan Brothers (Publishers), Ltd., at 28 Essex Street, Strand, London, W.C.2.—August 27, 1932. [68/24]

QUALIFIED Chemist and wife require season engagement on the Continent; both have had a wide experience of high-class pharmacy; fair knowledge of French; together we can offer very reasonable terms. Frank, 6 Stanford Road, S.W.16.

FOR SALE.

(Articles to the value of £5-£50.)

SALE, complete Chemist's Mahogany Shop Fixtures with air-tight Cases, Drugs, Bottles, etc. Apply, by letter, to 130 Commercial Street, Newport, Mon.

SMALL National Cash Registers (two) for Sale; both ring up to 9s. 11½d.; one oak finish and other walnut; print total on paper roll under lid. Write T. Wilkins, 184 Vanner Road, Sydenham, London, S.E.

MISCELLANEOUS.

A FIRST-CLASS PHARMACY, £57 10s.—10 ft. Drug Fixture, 30 drawers, glass knobs and labels, cupboards each side and under drawers; two Show Cases, mirror lined, plate-glass shelves to top section; 6 ft. Mahogany Wall Case; 8 ft. Mahogany Counter, show case front; mahogany and plate-glass Dispensing Screen and Counter, with movable plate-glass shelves. Call or post your requirements. RUDDUCK & CO., 219 and 227 Old Street, London, E.C.1.

A LARGE QUANTITY of Second-hand Showcases from £2 upwards (removed from various jobs); Shop Fittings, Counters, etc., at real reductions. Write requirements or call PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' Fittings, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., etc. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMISTS' FITTINGS.—Oak or mahogany, suit any Pharmacy, must be sold: 10 ft. complete Drug Fitting, 8 ft. Wallcase, 8 ft. glass Front Counter, 6 ft. Dispensing Screen, nest Counter Drawers, three Mahogany Wallcases, 10 ft. long, Dispensing Screen 8 ft. long, 6 ft. Glass Counter, Silent Salesman; sketches by return. GEORGE COOK, The Working Shop-fitter, 27 Macclesfield Street, City Road, E.C.1. Phone: Clerk 5571.

WANTED, a fine Formulae for a Theatrical and Toilet Blanc de Perle (Liquid White); different colours; must not harm the skin; only a proved recipe, with good keeping qualities, superior to those advertised; two pounds given to sender of formulae adopted. 208/461, Office of this Paper.

EXCHANGE COLUMN.**FOR DISPOSAL.**

(Articles up to the value of £5.)

QUANTITY small lots Drugs, Chemicals, Herbs, larger labels, half cost. "Chemist," "Easdale," Durham.

WANTED.

HAND-EDGER for power and Lens Cutter in good condition, cheap. 260/21, Office of this Paper.

OPTICIAN'S TRIAL CASE, cheap; also Sight Testing Accessories. Full particulars, price, Butler, Chemist, Birr, I.F.S.

